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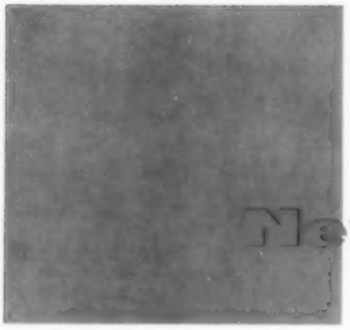
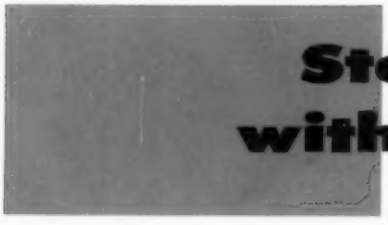
International Commerce

January 27, 1969



New team in Commerce



States, cities busy with Trade Missions

How problems shape trade prospects in Chile, Norway

International Trade Winds

Company News

BUSINESS SERVICES—The Diebold Group, Inc., New York, international management consulting firm, has formed a new company in Spain, Diebold Espana, S.A., with headquarters in Madrid. Associated with Diebold in the formation of the new management consulting firm are Spain's largest commercial bank, Banco Espanol de Credito, with over 650 branches throughout Spain, and Banco de Financiacion Industrial, the second largest investment bank in Spain. Diebold's Spanish branch will offer a full range of management services to Spanish industry and to U.S. and European firms operating in Spain. Other Diebold European offices are in Amsterdam, Brussels, London, and Paris.

CONSTRUCTION—Compagnia Tecnica Industrie Petroli (CTIP), Italian affiliate of Arthur G. McKee & Co., Cleveland, Ohio, has been awarded a contract valued at approximately $18 million for engineering and construction of a new natural gas liquids recovery project to be built in Venezuela. The installation, including related fractionation, storage, and marine loading facilities, will be built for Creole Petroleum Corp., a subsidiary of Standard Oil of New Jersey.

INDUSTRIAL MAINTENANCE—Advance Floor Machine Co., Spring Park, Minn., has concluded its first European training seminar as a test operation for future schooling sessions to be held for its distributors around the world. The Luebeck, Germany, meeting drew representatives from Germany, Portugal, Spain, France, Belgium, Holland, Norway, England, Denmark, Finland, Austria, Italy and Switzerland.

MINING—AMAX Bauxite Corp., a subsidiary of American Metal Climax, Inc., New York, has signed an agreement with the government of Western Australia which may lead to the development of a major bauxite-alumina complex in that Australian state. The agreement specifies conditions under which AMAX Bauxite would be granted a mineral lease over Bauxite deposits it discovered in 1965. The company has an option to submit proposals to the Western Australian government before the end of 1969 for the construction of facilities needed for bauxite mining and alumina manufacturing.

Newsletter

Commerce's computer has been busy sifting important data about thousands and thousands of overseas business firms, organizing this material by country and product. Last July more than 1,000 such lists from 29 countries were advertised in our semiannual Checklist of Publications. Now the total is up to 58 countries. These automated Computerized Trade Lists use information collected for World Trade Directory reports and group the companies by five-digit SITC code numbers. They are available at $1 each from the Commercial Intelligence Division, Bureau of International Commerce, or from any Commerce Department Field Office.

Sold out! That's the word from the Washington State Pavilion for the Apr. 17-May 6 Tokyo International Trade Fair. This is the earliest closing date yet and an index to the appeal of the Washington State exhibits over the past four years at Tokyo and Osaka. At Osaka in 1968 the pavilion drew about 2,000,000 visitors and an estimated 10,000 buyers. The State's Office of Foreign Trade and the Seattle Field Office of the U.S. Department of Commerce have given important support to the pavilion managers in Seattle.

The catalog fair concept, successful at Oporto, Portugal, and at Bangkok, Thailand, as reported in our pages, was also scheduled to be tried at Jidda, Saudi Arabia, in mid-January. It gave 33 U.S. companies in the furniture, household furnishings and kitchen equipment lines an inexpensive way to call attention to their products before an invited audience of more than 1,500 Saudi businessmen.

The European scientific community is reported keenly interested in the technical symposium being arranged at Oceanology '69, the Brighton, England, show next month at which 35 U.S. companies are exhibiting. Of 40 U.S. papers submitted to the symposium, 20 are from the exhibiting firms. Nine other nations—the U.K., Canada, Italy, France, Germany, Netherlands, Sweden, Japan, and the USSR—are also taking part.

Eximbank reports 11 discount loans made in the last half of 1968 to commercial banks as an incentive to them to finance overseas sales. Six were made with Morgan Guaranty Trust totaling $33.1 million; the others, to Continental Illinois, First National City Bank, Mellon Bank International and United California Bank, were for $11.9 million.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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in this issue

The distinctive mark of the new leaders of the Department of Commerce, emerging from the biographical reports on page 2, is broad experience at top levels in a number of Federal agencies. The impression highlighted in the series of trade mission accounts beginning on page 3 is that State and municipal governments can work together effectively with private enterprise in building U.S. trade overseas. Reports from overseas in the Worldwide Business Outlook section beginning on page 15 emphasize how internal problems are affecting U.S. export prospects in several markets.

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New Commerce leaders have held high level Federal posts

Maurice H. Stans, who is the new Secretary of Commerce, returns with this appointment to the Federal Government he has already served at the top levels in two other agencies, the Bureau of the Budget and the Post Office Department.

Similarly, Rocco C. Siciliano, who has been named as the new Under Secretary of Commerce, has served previously as an Assistant Secretary of Labor and as a Special Assistant at the White House.

Mr. Stans left the New York investment banking firm of Glore Forgan, Wm. R. Staats & Co., Inc., where he was President, to come to the Commerce Department. Previously he was President of Wm. R. Staats & Co., Inc., which merged into the present company. Prior to this (in 1961 and 1962) he served as Vice Chairman and a director of United California Bank for two years. During that period he was also President of Western Bancorporation, Los Angeles.

Mr. Stans served as Director of the Bureau of the Budget under President Eisenhower from March 1958 to January 1961. Before his appointment to this post by the President, he had been Deputy Director for six months.

Before moving to the Bureau of the Budget in September 1957, Mr. Stans had been deputy Postmaster General for two years. During his service in the Post Office Department, he took a major part in planning and directing the reorganization of the postal service and the modernization of the Department's management structure and operating practices.

His first experience in the Federal Government was in 1953, when he served on a task force which assisted the House Appropriations Committee in reviewing the Federal Budget for the fiscal year 1954. Subsequently, he was engaged for more than a year in a special study of postal fiscal systems and accounting practices for the Postmaster General.

Prior to 1955 he was executive partner in the national accounting firm of Alexander Grant & Co., with which he had been associated since 1928. He is a certified public accountant in eight states.

He was born in Shakopee, Minnesota, on March 22, 1908, and lived there until 1925, after which he resided in the Chicago area until moving to Washington, D.C. in 1955.

MAURICE H. STANS

ROCCO C. SICILIANO

He received his college education at Northwestern and Columbia Universities. He married Miss Kathleen Carmody of New York in 1933. They have two sons, Steven and Theodore, and two daughters, Maureen and Terrell.

He holds honorary LL.D degrees from Northwestern, Illinois Wesleyan and DePaul Universities and an honorary D.P.A. from Parsons College.

Mr. Stans is an active wildlife conservationist, and is the sponsor and major contributor to Stans African Hall, a museum in Rock Hill, S.C., to which he has given animals taken on his African safaris.

For outstanding professional achievements, he received the American Accounting Association Annual Award in 1952, the American Institute of Certified Public Accountants Annual Award in 1954, and was elected to the Accounting Hall of Fame in 1960.

He received the Tax Foundation Award for distinguished public service in 1959. In May 1961, Mr. Stans received the Great Living American Award presented by the Chamber of Commerce of the United States.

He is a past president of the Amercountants, a member of the National Association of Postmasters and the American Society for Public Administration.

Mr. Stans' predecessor, Secretary C. R. Smith, has joined the New York investment banking firm of Lazard Freres.

Mr. Siciliano, 46, was born in Salt Lake City. He holds degrees from the University of Utah and Georgetown University Law School, earning the latter in 1948 after returning from Army duty in Europe in World War II.

He joined the National Labor Relations Board as a member's legal assistant in 1948. From 1950 to 1953 he was an officer of Procon, Inc., Des Plaines, Ill., a subsidiary of Universal Oil Products Co., handling labor relations and corporate legal matters, including some of international nature.

In August 1953 he became Assistant Secretary of Labor in charge of employment and manpower. His international responsibilities in this post included serving as chairman of a delegation negotiating a labor agreement with Mexico, and as chairman of a delegation to London and Geneva meetings of an International Labor Organization maritime conference.

From September 1957 to December 1959 he was President Eisenhower's Special Assistant for Personnel Management, where he worked to improve personnel management policies for all Federal civilian employees.

In December 1959 he became a partner in the Washington law firm of Wilkinson, Cragun & Barker. Since April 1965 he has been President of the Pacific Maritime Association.

Fourth trade mission from W. Va. reports on markets in Europe; exports and tourism emphasized

Latest group sent abroad by state explored various interests; success of all four prompts consideration of a mission yearly

The most recent trade mission to be sent out by the State of West Virginia returned from abroad brimming with enthusiasm—as had the three that preceded it.

On the whole, coal sales, glassware sales, rubber-fabricated product sales, and plant expansion have been among the immediate results. But the long-range gains are expected to be of even more value.

All to Europe

The latest mission spent three weeks in Europe last fall, where Paris, Vienna, and Athens were their chief work centers. Most of the group also visited Rome and Lisbon. Earlier missions also had gone to Europe. Mission Director J. Henry Barbour called them all outstanding, and the state is considering such a mission as a yearly event.

As each mission—beginning with the first in 1964—has led to another, so the fourth no doubt will lead to a fifth. Says Angus E. Peyton, Commissioner of the State's Department of Commerce, in remitting his report to the Governor: "I would recommend that West Virginia continue to encourage trade missions abroad, as the benefits are becoming more evident each year. Not only have former trade mission members actually increased their exports to Europe, but we now have two European companies interested in locating in the State of West Virginia."

In addition to Barbour and Peyton, mission members included David L. Francis, chairman, Princess Coal Co., Huntington; Bernard H. Jacobson, consultant, FMC Corp., Joseph C. Jefferds, president, Jefferds & Moore, Inc., Lattelle La-Follette, president, Funds, Inc., Samuel Silverstein, president, Midwest Steel Corp., and Lloyd E. Williams, president, Cummins Engines of W. Va., Inc., all of Charleston; Lawrence E. Spears, Deputy Commissioner of Commerce (W. Va.).

The members collected materials everywhere they went—information on programs, projects, problems—and are now studying and evaluating this data.

Purposes of the fourth mission, according to Peyton, were fourfold: "To promote and increase the export of West Virginia products; to attract capital investments of foreign firms to our state (reverse investments); to promote tourism and travel in our state by Europeans; and to exchange ideas . . . for economic and social development of regions with problems similar to our own."

Typical of the participants' reactions was that of Bernard Jacobson: "If we had had only the one meeting in Paris with the aluminum people," he said, "the trip would have been worthwhile. Adding on the trip to the FMC plant in Sens, the trips to the Austrian plants, the conferences with Ambassadors, Commercial Attaches, tourist representatives and bankers, the visit to the State Fair at Innsbruck, and the opportunities to learn firsthand how the people live, the mission to me was priceless."

Area development

Regional development was among the mission's areas of interest. In Austria, says Peyton, the group met with the national planning agency, VOEST, to discuss the National Comprehensive Plan for Austria and its regional concept.

In Greece, the mission spent a day with Litton Industries, under contract with the Greek Government to develop a comprehensive plan for that country. Peyton and Barbour talked with the Minister of Commerce of Greece.

In Italy, the mission met with the Director of the Institute for Assistance to the Development of Southern Italy for the Mezzogiorno Region. The members visited a large industrial park outside Rome and another at Frosinone, a town of 40,000 chosen to be the hub of a regional development complex.

Coal big item

Export of coal was of major interest to several mission participants. Three of them traveled to Brussels, Belgium, to receive an afternoon's briefing on the European Common Market's coal and steel situation.

David Francis' report points out that "EEC members express concern about the United States' ability to supply coals competitively and with the volume needed. They are still talking about some past failures in contract delivery—quantity, quality, and price."

But, he adds, "U.S. coals in the coking-coal markets are needed for quality control and improvement of coke. Our coals will be purchased to hold down Polish and British prices.

"If U.S. mines can hold costs and price levels, and the railroads reduce their rates, we can expand our metallurgical sales into the common market."

In France, he points out, both U.S. and European utility coals are faced with severe competition from residual oil. Also, he says, although French coal production is being reduced by 2 million tons per year, there is a surplus for local steam purposes.

Tourism, investment

As for travel to West Virginia from the countries visited, France and Austria seemed to offer the best prospects. In both countries West Virginia's Department of Commerce film, "Land for Relaxation," was shown. The American Chambers of Commerce of France and of Austria were visited. France also seemed the most likely customer for reverse investment.

In Greece, a travel presentation was given for travel agents as well as for officials of the Greek Government Travel Promotion Office.

Jefferds' report stressed the high value placed on trade fairs by the European business community.

Director Barbour relayed in envoy's summary of his team's work: Bernard Jacobson provided a wealth of wisdom and business and financial acumen. Joseph Jefferds and Lloyd Williams were of great value in discussions of machinery and equipment, as well as reverse investment. Lattelle La-Follette, with considerable background in coal, banking, and investment, Sam Silverstein in steel fabrication, and Lawrence Spears provided the rounding out of this compact, hard-hitting, and effective trade mission.

And Williams concluded: I firmly believe that our trade mission, and others like it, are very successful, even if they do not sell a single item of material, because the good will, exchange of ideas and common interest can't help but pay off in the long run."

Before departure for Europe, the mission was briefed at a luncheon by the First National City Bank in New York.

'Rockies-to-Andes' trade mission explores market for Colorado products in four Latin nations

Mission rates 183 out of 286 interviews with businessmen as good; three members report fulfilling all goals; five others partially

A nine-member State of Colorado Trade Mission recently completed a "Rockies-to-the-Andes" investigation of the markets for some of the state's leading export products in Chile, Colombia, Peru and Venezuela.

Results varied from nation to nation and from product to product, but the members rated 183 out of the 286 personal conferences conducted with private businessmen in the four countries as "good", and even those who made little immediate sales reported that they saw considerable potential for their products in these markets in years to come.

Three mission members felt that they had completely attained their goals in Venezuela and the other five members felt that they had attained their goals completely in some cases, while only partially in other cases, according to Dwight E. Neill, director of the Colorado State Division of Commerce and Development, who served as trade mission manager.

Export counselling

Richard B. Loth, representative of the International Division of the Colorado National Bank, reported that "The educational aspect of the trip proved valuable, both during and after the Mission, in the way of export counselling to customers. The knowledge gained will serve well as a reference base for any further business conducted by Colorado companies in the areas visited. Many of the contacts obtained have already been utilized for both Bank and customer purposes."

He highlighted the following specific results:

"1) Possible distributors or agents were found in all four countries for a manufacturer of industrial dollies. As a result of the positive reception for the product in this area, the company was prompted to exhibit at a U.S. Trade Center in Europe. Our findings encouraged an export firm to take over the foreign marketing for the company and will use our contacts as a starting point;

"2) Licensee prospects for a manufacturer of mine haulage equipment were interviewed and their installations visited in both Peru and Chile. Based on these preliminary investigations, the company now contemplates a visit by its management to carry on direct discussions with contacts obtained by us;

"3) An engineering and testing consultant firm was put in direct contact with correspondent type firms in Venezuela and Chile, and is now corresponding with these organizations;

"4) On an informal basis, information was obtained for various manufacturers whose interests covered such things as distributorships, licensees and the market potential for proprietary-type industrial products; and

"5) Financing arrangements of one order or another are under discussion on behalf of three Mission member companies. Numerous prospective foreign buyers were visited and first-hand information obtained for use in credit evaluations."

Joseph R. Crimmins, international banking officer of the Denver United States National Bank, said that "Of the four countries, we had our best relationships with Peruvian banks. Considerable lines are granted by large U.S. banks and they are used extensively. As in all countries, local ownership of banks is dwindling with the U.S. and European banks either opening branches or buying minority or majority interests.

"Peru appears to be the best market for the companies which I represented. Again, good representation is necessary."

Geophysical Instrument and Supply Co.'s A. A. Danish revealed that "we quoted and expect to receive a $40,000 order for geophysical exploration equipment in Colombia.

"We were able to obtain the names of over 200 geologists in Peru who will be placed on our direct mail list.

"Chile is a poor market for GISCO's equipment because of the Government's restrictive import policies and because Chilean Government institutions favor purchases from France and England as an aftermath of President DeGaulle's visit to Chile and the active technical assistance program sponsored by the United Kingdom.

"An intensive direct mail campaign will be instituted to potential customers in Venezuela, Colombia, and Peru. U.S. based purchasing officers will be included in the direct mail campaign. An intensive follow-up will be made of AID financed sales leads and closer liaison will be maintained with AID officials in the U.S. Embassies."

Serafin M. Sanchez, president of WEXCO, Inc., an export house offering world-wide representation of a variety of manufactured goods, reported on-the-spot orders valued at more than $90,000 and projected 1969 sale in these four countries as a result of the mission at $220,000. His firm plans three or four follow-up visits to each country during 1969.

Little competition

Donald Hanes, marketing vice president for Enresco, a manufacturer of Higromatic self-propelled irrigation systems, found "No direct competition, foreign or domestic, in Venezuela. Most irrigation is now limited to non-mechanical flood type. Some sprinkler irrigation in small area situations, however, not systems competitive to center pivot, self-propelled types.

"Local acceptance of our product was good in cases where extensive discussion was held pertaining to benefits. General acceptance was very vague since this general principal was unknown."

Thomas J. Gibson, general manager of Gates Interamerica, served as mission director. He reported that his firm, which is a Western Hemisphere Trade Corporation and a subsidiary of Gates Rubber Co., has "been selling in Colombia for many years and established distributors, but the mission brought out new market areas not previously reached. The overvalued Colombian currency makes imported products reasonably competitive in price with Colombian products, but lower prices are offered in many cases by Japanese and European suppliers."

In reporting on the market for a technique of egg production developed by Gates Cyclo, Gibson said that "Due to relative unpopularity of eggs as food and the lack of pressure for lower prices, advanced technology offering savings in production costs seem to be premature in

these markets. In Venezuela, the prospect is even more unattractive because of a glutted market."

However, he said, "the idea behind the Gates Cyclo system was well received and the technology was readily acknowledged to be useful in the future, when further expansion of egg production is warranted."

The Cryogenic Engineering Co.'s Richard McCormick "selected two candidates to represent our products and we are currently negotiating to achieve a mutually satisfactory representation agreement.

"In summary, our goals were all met in the countries of Venezuela, Colombia and Peru. We were approximately one year late on our timing relative to the market in Chile. However, the market is encouraging and, if our attempts to get on the government bidder's list are successful, we definitely have a better shot at the market."

Fernando Pastor, export manager of the O.M. Franklin Serum Co., manufacturers of veterinary products, represented his company on the mission—rounding out the nine-man group.

State's second

The Rockies-to-the-Andes venture was the second industry-organized, Government-approved trade mission mounted by Colorado during 1968. Earlier in the year a three-man group had attended an American Trade Festival on Harumi Pier in Tokyo.

Japan is Colorado's best overseas market, and the mission was promoting sales of beef, carnations, pasture seeds, broom corn, millet and pinto beans. The group operated from the Colorado Department of Agriculture's booth at the Festival.

Fourteen companies in the State of Colorado have received the Presidential "E," an award presented for excellence in export performance.

U.S. firm to work on flood control in East Pakistan

The American firm of Leedshill-DeLeuw recently signed a contract with the East Pakistan Water and Power Development Authority (EPWAPDA) to serve as engineers and consultants for the Chandpur flood control and irrigation project in the Comilla and Noakhali districts of East Pakistan.

Leedshill-DeLeuw is an association of two American firms: Leeds, Hill & Jewetts, Inc., with headquarters in San Francisco, and DeLeuw, Cather, & Co., Inc., with headquarters in Chicago, which has been providing engineering services in Pakistan since 1962 for EPWAPDA's "Coastal Embankments Project."

Leedshill-DeLeuw is to prepare studies and designs for the Chandpur project, help draw up the tenders for contracting works, and oversee the actual construction which is now scheduled to begin in early 1970. The project is being financed by the International Development Association.

OECD survey urges further U.S. restraint

Annual study sees need to aid dollar, trade surplus

Continuation of fiscal restraints by the U.S. in the near future is recommended in a study newly released by the Organization for Economic Cooperation and Development (OECD). Such brakes are important, it is asserted, for their immediate effect on the U.S. balance of payments, to keep the dollar sound, and for the longer-range benefits to cost/price stability, to help U.S. performance in the world marketplaces.

The study is the annual Economic Survey of the United States, completed in December by economists for the group of 21 industrialized nations.

It examines the internal economic situation in the U.S., looking at production, wages, prices, monetary policy, financial developments, and fiscal policy. Then it reviews export and import performance, and other activity in accounts that affect the national balance of payments.

The survey calls recent U.S. export performance "satisfactory"; not up to the general level of other OECD nations, but not far behind them. The "most striking feature" of the U.S. record in exports was the fall-off from reasonably good levels with other OECD countries, to those with the non-OECD or less-industrialized nations, which are seen as below-par.

Looking ahead at U.S. prospects with relation to this country's position in international economic affairs, the survey makes the following points:

Forecasts about the course of the United States economy in 1969 are surrounded by at least the usual degree of uncertainty. It had been thought by some that the sizeable shift to fiscal restraint carried with it the risk of a substantial absolute decline in activity—which would be unfortunate not only for the United States but also for the rest of the world. But this now appears unlikely to the OECD analysts.

On the other hand, the likely relief from demand pressures is expected to begin producing welcome benefits to price performance and external balance. It therefore seems apparent that the proper course for fiscal policy should be to allow the first-half slowdown to proceed as now expected, it is concluded.

Faster expansion seen

Present indications are that U.S. output will start expanding more rapidly again after mid-year, the strength of the expansion depending on policy decisions yet to be taken. It would seem desirable that the expansion should remain somewhat below the rate at which capacity is growing, with a further easing of demand pressures, for two reasons, in the OECD view:

First, the pause in expansion might well have been too brief for better price/cost performance to be firmly established. The pause would have begun to have a moderating influence, but such effects take time to appear. A too-rapid expansion in the second half would risk undoing the progress likely to be made in the first half of the year.

An early restoration of cost/price stability will be crucial for an improvement of U.S. trade performance and thus of the balance of payments in the longer term, according to the survey.

The second reason for avoiding an over-rapid internal expansion after mid-1969 is seen in the immediate effect this would have on the balance of payments. Slower expansion in the first half-year should bring a marked improvement in the balance on current transactions. But it seems unlikely to bring it back to a satisfactory level. And rapid expansion of activity after mid-year would be unfavorable for further improvement in the current balance in the second half-year.

A more moderate rate of expansion might still leave the current balance short of what will probably be needed to restore full external equilibrium. It is of considerable importance for the strength of the dollar that improvement should continue on this front, it is declared.

The Annual OECD Economic Survey of the United States is available for 80 cents (or $10 for the series on all OECD countries) from OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave., N.W., Washington D.C. 20006.

Oregon trade mission to Far East signs sales contracts for seeds, wood chips, various other items

Members' reports indicate good potential for more business; one company on mission is planning to open office in Tokyo

Oregon's recent trade mission to the Far East returned with close to $100 million in business on the books, the potential for a great deal more, and a reservoir of good will.

This summarizes reports from Governor Tom McCall and members of the Oregon group who returned last month from a busy two weeks in Japan, Korea, and Taiwan. Their tour was packed with meetings with potential buyers, conferences with government officials, and receptions for business and government leaders.

Biggest item of business was the $80 million contract signed by Kenneth Ford, president of Roseburg Lumber Co. and Douglas Fir Plywood Co. to provide 140,000 units of wood chips per year for 10 years from Coos Bay to the Oji Paper Mill at Tomokamai, Hokkaido, in Japan.

The wood chips will be produced from sawmill and plywood plant leftovers, trimmings, and logs unsuited for lumber or plywood. The chips will be shipped from Coos Bay in a new chip carrier to be constructed by NYK for charter to Alaska Pulp Co. with a 2.8 million cubic-foot-capacity. This is 60% larger than present chip carriers.

In farm commodities

Business deals also were made or are pending as a result of the mission in a number of other items, including grass and other forage crop seeds and several kinds of equipment.

Contacts were made and a foundation for future business laid for a number of products, including fruit, beef and several manufactured items.

Direct sales of nearly $170,000 in seeds and five-year crop reproduction contracts which will cover 1,500 acres of Willamette valley farmlands and mean an annual return of $225,000 to Oregon growers were reported by George W. Burlingham of Forest Grove. The contracts were headed for Europe, but were landed for Oregon as a result of the trade trip.

Burlingham announced that his firm, E. F. Burlingham & Sons, is opening a Tokyo office as a result of the mission. He also sees a good possibility for a growing volume of business in Korea in that nation's developing dairy industry, and a small volume in Taiwan for erosion control plantings.

Burlingham, like other members of the party, said that in addition to the tangible results, other developments will be accruing from the mission. He had his praise for the project:

"Everyone on this trip was impressed with the efficiency of the advance arrangements. It certainly made the trip much easier. The business appointments enabled me to see many more potential customers in a short period of time. Futhermore, having the press coverage of the governor's trip allowed access to the right people within business establishments during the first call."

Expanding market for beef

Fred Phillips, Baker rancher and vice president of the Oregon Cattlemen's Association, met with representatives of 14 Japanese trading firms interested in Oregon beef. Phillips reported an expanding market in Japan for beef, and he believes there is an excellent possibility of selling grain-fed Oregon beef.

In addition to a full schedule of business appointments, receptions for a total of 700 business and government leaders were held by the mission in Tokyo, Osaka, Seoul and Taipei. Calls were made on key ministries in each country, and Governor McCall and John Fulton, chairman of the Portland Dock Commission, made a weekend trip to Sapporo in the interest of expanding sister-city and sister-state relationships.

Tourist promotion literature was distributed at all stops, and mission members used every opportunity to attract more visitors to Oregon.

Official calls were made by the governor on the Crown Prince and Princess in Japan, President Park in Korea and Madame Chiang Kai-Shek in Taiwan.

In Korea, two gifts of Oregon's resources were presented to President Park on behalf of the people of Oregon. These were 500,000 cohoe salmon eggs to help stock a new Korean hatchery, from the Oregon Fish Commission, and 1,000 Ponderosa pine seedlings from the Oregon Forestry Department.

Governor McCall, John Fulton and other team members agree that Korea offers the greatest potential for future trade expansion, pointing out that Korea is just entering a stage of intensive industrial development.

The trade mission was organized by the Economic Development Division of the Oregon Department of Commerce under Paul Nordstrom, administrator. Stan Sparks, EDD research director, was coordinator and advance man. The mission was arranged in cooperation with the U.S. Department of Commerce as a trade expansion project.

Dennis Lindsay, president of the Port of Portland commission, sees expanding air commerce between Portland and the Far East. He said Japan Air Lines is giving favorable consideration to apply for air rights into Portland.

Second south Florida mission to visit Venezuela, Panama

Early '68 group generated some $900,000 in business during year

Sparked by the impressive success of south Florida's first industry-organized Government-approved trade mission to Central America in January 1968, the Greater Miami Chamber of Commerce has organized its second such Mission—this time to Venezuela and Panama.

The mission, consisting of 11 business executives, will leave Miami for two weeks on Feb. 2, to take advantage of a full schedule of business appointments and briefings arranged with the various U.S. Embassies and Consulates by a Commerce advance man.

Enthusiasm for the mission reigns high as the members consider the approximately $900,000 business generated in 1968 by the trade mission to Central America. The vastness of the Venezuelan market, the buoyancy of the Panamanian market, the outlooks for the products rep-

resented by the mission, and the eagerness and confidence of the members point to an economically promising activity for both the mission and south Florida.

The mission is being headed by T. R. Lanigan, Export Manager of Lindsley-Renuart-Bailey Cheely Lumber & Supply Co., a firm which handles a complete line of building materials. Other mission members and their lines are:

Kenneth H. Larson, vice president of Aluminum Products, Inc., manufacturers of a unique winch-hoist; George H. Cooper, chairman of the board of Glade & Grove Supply Co., Inc., distributors of agricultural and construction equipment; George E. Rodriguez, export manager of Hopkins-Smith International, Inc., handling household appliances and industrial electrical supplies; Octavio A. Descalzo, president of Intercontinental Forwarders, Inc. freight forwarders; Mac H. Grinde, export manager of Metal Screen Corp., distributor for aluminum and fiberglass products; James S. Wilson, president, Pan American Bank of Miami; Read Admiral I. J. Stephens, director, Port of Miami; Ted Harris, president of Steiner-Atlantic Corp., International, representing dry cleaning and laundry equipment; Thomas E. Flynn, president of Thomas E. Flynn & Co., freight forwarders; and Richard Alvarez, export manager of Van Dusen Aircraft Supplies, distributor of aircraft supplies.

All-Florida mission, back from Mexico, cites signal successes

Several organizations cooperated in the operation; Tampa's international airport, state's tourism promoted

An all-Florida trade mission, sponsored by The Americas Corporation of U.S.A., spent ten days in Mexico last month and came back with a potpourri of business prospects.

This was the first attempt to effect an all-Florida trade mission, according to the group's report. Cooperating organizations included the Florida Council of 100, Pan American Commission and World Trade Council of the Tampa Chamber of Commerce, Pan American World Airways, Inc., and Ciudad Industrial del Valle de Cuernavaca, a Mexican firm establishing the first industrial "city" in Mexico. The mission was approved under the Commerce Department's industry-organized Government-approved trade missions program.

Mission members made individual business contacts for their own accounts.

Signal success was reported in potential sales of breeding livestock, for which, with proper follow-up, a continuing market providing substantial sales could be established.

The mission promoted an awareness in Mexico of the new international air terminal being built in Tampa, and of the tourist attractions in parts of the state other than Miami.
awareness of Tampa's port facilities, expected to result in expanded use of the port for general cargo and repair and other services.

The Americas Corporation for U.S.A. established contact for a company resulting in initiation of studies on the marketability of a product in Mexico, with the longer range prospects of manufacturing in Mexico and the attendant importation of machinery from the United States.

Seven members

The mission was comprised of the following members: E. Earl Donaldson, executive director, Florida Council of 100; Manuel Duran, Jr., international business development officer, Exchange National Bank of Tampa; William E. Henson, attorney, Pan American Commission and World Trade Council of Tampa Chamber of Commerce; Stuart L. Hall, representative, Pan American World Airways, Inc.; J. Lucian Gilbert, Tampa Port Authority; George W. Barron, Tampa Aviation Authority and Florida International Development Advisory Council; and Alex M. Roberts, president, The Americas Corporation of U.S.A.

ANOTHER NORTHWEST STATE, WASHINGTON, solidified its position as a trade promoter in the Far East when the "sold out" sign went up earlier this month on the Washington State Pavilion for the 1969 Tokyo International Trade Fair. All 54 exhibit units have been reserved. Fair this year is Apr. 17-May 6.

Trademark speakers bureau to cover foreign developments

A recently-formed Speakers Bureau on Trademarks will furnish qualified specialists on developments in both the foreign and domestic trademarks fields to audiences in six U.S. cities.

A United States Trademark Association announcement said that the bureau will begin operating immediately in Chicago, Houston, Los Angeles, New York, San Francisco and St. Louis, and that plans call for expansion of the program to Boston, Detroit, Milwaukee, Philadelphia, Pittsburgh and Washington, D.C.

Write: United States Trademark Association, 6 E. 45th St., New York, N.Y.

U.S. businessmen have new lineup of trade courses

Prospective foreign traders can choose areas of chief interest

U.S. businessmen continue to have a wide-ranging lineup of international trade courses available to them. Among the mid-winter sessions now being offered are the following:

The Business Council for International Understanding, long active in the field of specialized training in world trade, will offer 17 two-week seminars during the coming year at the American University in Washington, D.C.

The seminars are organized by world areas. For instance, participants in the seminar due to start Jan. 27 would have a choice of Europe or the Middle East; the session opening Feb. 10 will offer Asia and African briefings. Any other area of the world can be added to any seminar, provided there are two or more participants who cannot attend the regularly scheduled session on that area. Additional fees are charged for this service.

The seminars highlight the national differences in business behavior; analyze the economic, social, political and labor facts of life in the particular area; offer techniques for representing the employer and interpreting the United States to the citizens of the area; and provide private consultations with specialists on the country in which the businessman is specifically interested. Two weeks of intensive language training are also offered, either before or after the session.

Full semester courses

Roosevelt University in Chicago is offering four full semester courses in the foreign trade field: Import Trade Practice, Foreign Trade Traffic and Transportation, Export Trade Practice, and Applied Export Marketing.

The courses, being given by the university's Division of Continuing Education, can be taken for credit toward a degree, for a certificate in foreign trade, on a non-credit basis, or as a non-degree student who wishes credit for the course.

The International Study and Research Institute in New York, directed by Dr. Arno Huth, will offer the following sessions in the near future: Japan and Korea: Current Economic Trends, set for Feb. 20, with Tristan E. Beplat, senior vice president, Manufacturers Hanover Trust Co., New York, as lecturer; and Africa: Market of the Future, Mar. 13, with Otto C. Teitler, executive vice president, Machine Tools International, New York, as lecturer.

A special series of two lectures includes: America, Europe, and the Technology Gap, Feb. 27, with Richard Kaufman, vice president for research, Chase Manhattan Bank, New York, lecturing, and Britain, Europe and the Technology Gap, on Mar. 4, with a lecture by Peter Unwin, director for economic affairs, British Information Services, New York.

A series of three lectures on Planning for the Seventies, chaired by Peter F. Greene, of Exporters Encyclopedia, and Leo J. Northarp, with special guest lecturers at each session, is planned for Feb. 13, 20, and 27.

Another group of lectures, this one four talks, is planned for Mar. 10, 17, 24 ,and 31, on the subject of the World Monetary Crisis: Causes and Consequences. Dr. Manmohan Singh, economic affairs officer with the United Nations, will conduct this series.

Middle East specialists

Middle East Services, Inc., Washington-based specialists on the Arab nations, offer a battery of courses designed to acquaint U.S. businessmen with the area, or to keep them up-to-the-minute about events in this fast-changing region.

The program introduces each student to the area in general and to the country of his assignment in particular. The courses are divided into the following categories: (1) A six-day program (approximately 40 hours) for executives and others who have representative functions and local decision making responsibilities, (2) A ten-day program (approximately 75 hours) for the same category of personnel who desire a more extensive background, (3) A program of private orientation tailored to meet the needs of individual negotiating officers, and (4) A six day abbreviated program (approximately 20 hours) designed for technicians and all other support personnel. In addition to the regular curriculum, Middle East Orientation Courses provides special private, daily counseling services to negotiating officers. Courses are scheduled to begin on Feb. 3, Mar. 17, and Apr. 21.

The range of the American Management Association's program of continuing education in the foreign trade field is reflected in the subject matter of three seminars scheduled for February: International Long-Range Planning, Feb. 3-5; Protecting Your Trademarks in Domestic and Foreign Markets, Feb. 5-7; and Compensation Abroad—An Integrated Compensation Program for Overseas Employees, Feb. 10-12. All three will be held at AMA's New York headquarters, although similar briefings are also offered periodically at AMA's regional headquarters throughout the country and overseas.

Deeper coverage

AMA also offers lengthier indoctrination courses for the businessman who wants to go into a subject more deeply and can afford to spend more time at it. These courses vary in length from one to four weeks.

For further details on the programs described in this article, **write:** Mr. John S. Walter, Deputy Director, Business Council for International Understanding, The American University, Washington, D.C. 20016, or 420 Lexington Avenue., New York, N.Y. 10017; Office of Educational Information, Roosevelt University, 430 South Michigan Ave., Chicago, Ill. 60605; Dr. Arno Huth, Exec. Director, ISRI, 41 Central Park West, New York, N.Y. 10023; Middle East Services, 2000 North 16th St., Arlington, Va., 22201; Overseas Briefing Associates, 124 East 40th St., New York, N.Y. 10016; The American Management Association, 135 West 50th Street, New York, N.Y. 10020.

Subject: New York

In response to company requests, Overseas Briefing Associates of New York have added a new dimension to their briefing services—monthly sessions on New York City. These sessions are designed to make the transition easier for foreign nationals coming to work in the New York company headquarters, and for Americans coming from other parts of the country who may be confused by New York City.

Overseas Associates' regular sessions for Americans going to foreign assignments will continue as usual. These intensive, two-day briefings are also open to wives and teenage children at no additional charge, and they cover the history and government of the nation to which assigned, the mechanics of daily life, and questions to expect about the United States. The service also includes a follow-up by mail for six months.

Revised cross-guide issued by Census for exports, imports

Publication enables comparison of foreign trade, domestic statistics

A color TV set is the same physical item at dockside U.S.A. whether it is going or coming, but when it becomes a statistic of U.S. exports and imports it leads a multiple life.

To the businessman who must watch the flow of such products in and out of the country, and pin down their often slippery identities in columns of numbers, the newly-revised Census Bureau publication *U.S. Foreign Trade Statistics—Classifications and Cross-Classifications, 1968,* is a handy tool.

If he wants to determine the effect of trade on domestic production, for example, he will have to locate his product in various statistical classifications, each one bearing a different numbering system. This volume lists the numbering systems for U.S. statistics of imports, exports, and domestic production and enables the businessman to find out which numbers apply to his product. When necessary, the Census Bureau has made the determination of which products in one series are comparable to which ones in another series.

The procedure of the TV producer, for example, in finding this information is as follows:

He can look under the Standard Industrial Classification (SIC) number—365120 25—for his product in the import product classification, and will discover that color television receivers have Tariff Schedules of the United States Annotated (TSUSA) numbers for receivers not over 10″—685.20 30—and over 10″—685.20 35. By looking up the appropriate TSUSA number, he learns that Schedule A import classification number (724.1000). Either the TSUSA or Schedule A numbers will enable him to locate his product in import statistics.

Under the Schedule A number, he can learn the SITC code (724.10), which will enable him to make comparisons with foreign production.

Under the SIC-based export product code—365120 00, the manufacturer finds the Schedule B Export Classification—724.1010, and under the Schedule B number, the SITC number 72410. Thus, he can locate his product in U.S. export statistics.

U.S. Foreign Trade Statistics-Classifications and Cross-Classifications, published for the first time last year, has been updated and improved in the 1968 version.

In its described course of relating U.S. exports and imports with domestic production, it illustrates the relationship of the approximately 10,000 import classifications and 3,600 export classifications to some 2,000 domestic industry classes

Altogether in this single publication are: the import classifications of the Tariff Schedules of the United States Annotated (TSUSA); the Schedule B export classifications (Statistical Classification of Domestic and Foreign Commodities Exported from the United States)—these are oriented to the Standard International Trade Classification (SITC); domestic classifications based on the Standard Industrial Classification (SIC); the 2,300 Schedule A (SITC oriented) import classifications; Schedule C (Classification of Country Designations Used in Compiling the U.S. Foreign Trade Statistics); End-use Export and Import classifications; Agricultural and Nonagricultural codes; and FT 990 codes.

The 596-page loose-leaf volume is priced at $7.50. Subscribers will receive any further revisions in the form of write-in changes and/or reprint pages. It may be ordered from the U.S. Bureau of the Census, Washington, D.C. 20233.

Natural gas group sets second world meeting in Europe

Preliminary plans for the Second International Conference on Liquefied Natural Gas have been announced by the Institute of Gas Technology, sponsor of the First International Conference on LNG held in April 1968 in Chicago.

According to IGT, the enthusiastic response to the first conference and the mushrooming worldwide interest in LNG were among the reasons for the decision to go ahead with the second conference, to be held in the fall of 1970 in Europe.

Cosponsors of this second conference will be the International Gas Union, the International Institute of Refrigeration, and IGT. Combined sponsorship will eliminate duplication of conferences and will afford a single united forum for discussion of the LNG industry.

In line with the expanded sponsorship, the scope of the second conference will be extended to incorporate not only technical sessions covering all phases of LNG technology, transport, and utilization, but also an exposition of LNG equipment.

Steering committee members appointed so far include George Robert, president of Compagnie Francaise du Methane and vice-president of IGU; Raoul Touwaide, secretary general of IGU; Dr. Henry R. Linden, director of IGT and general chairman of the first conference; and Thomas J. Joyce, associate director of IGT. Leslie J. Clark, chairman of the Northern Gas Board of the United Kingdom, has agreed to serve as chairman of the program committee.

Final conference arrangements will be completed at the first meeting of the steering committee, scheduled for March 1969.

Housewares mission will go to Japanese cities this spring

Feb. 10 is date by which firms must notify Commerce of interest

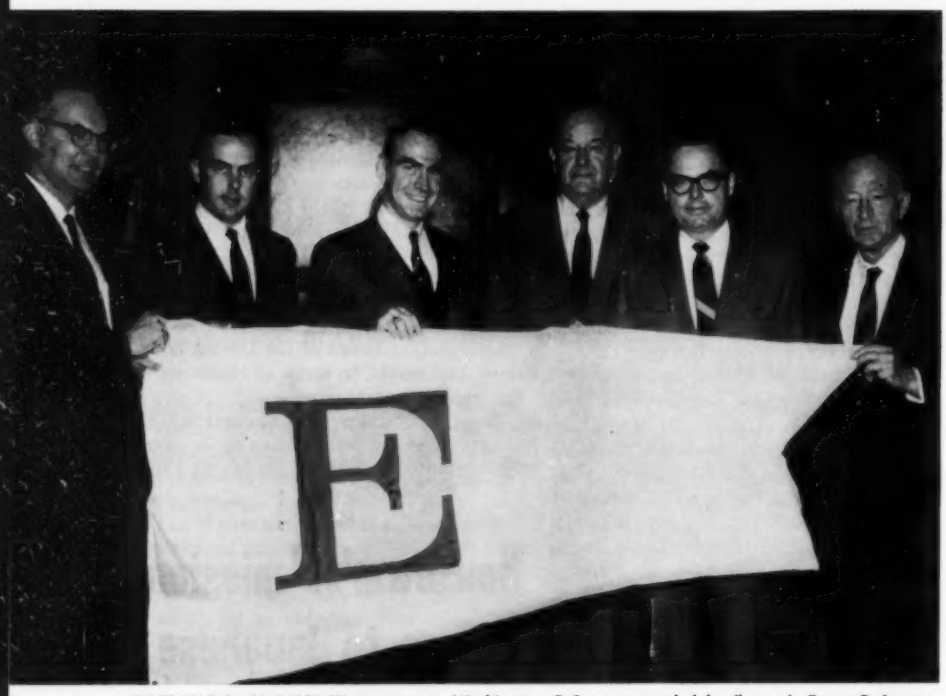
A U.S. housewares industry trade mission to Japan is being organized by the Commerce Department's Trade Missions Division. The group will visit Tokyo and other cities for two weeks in April.

Firms interested in participating are invited to communicate before Feb. 10 with the Director, Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230; telephone 202-967-2798.

The mission is among the first being organized under the Department's new specialized trade missions program, and will be the first in the Far East. Specialized missions are being developed from extensive international market research information compiled by Commerce and the Foreign Service.

Representatives of not more than 12 housewares industry firms will comprise the mission. These firms are expected to represent a cross-section of the industry.

Mission members will pay their own travel expenses. The Department will underwrite various operational costs. A Department advance officer will help prepare the mission's Japan visit. Another Department official will accompany the mission as coordinating officer.



FIRST NATIONAL BANK 'E' ceremony in Washington, D.C. was attended by (l. to r.): Ernest R. Larmer, vice pres., Ft. Worth Chamber of Commerce; Theodore F. Lange, vice pres., First National; Rep. James C. Wright, Jr.; Outgoing Sec'y of Commerce C. R. Smith; Paul Mason, First National pres.; B. Jenkins Middleton, vice pres., Eximbank. It was one of Mr. Smith's final ceremonies as Secretary.

Texas bank's trade conferences, mission stimulus earned export 'E'

Fort Worth First National honored at D.C. ceremony; institution also helped in formation of World Trade Council

The First National Bank of Fort Worth, Tex., has made use of trade missions, export seminars, trade expansion conferences, and dissemination of trade opportunities to set up new business relations between local manufacturers and foreign buyers, thus stimulating exports. For its efforts in this area, First National has received the Presidential 'E' award.

Prior to 1961, when the First National Bank established an international services department, no commercial bank in Fort Worth offered international services. In September 1961 First National initiated mailings to foreign banks, and in January 1962 developed its first correspondent account. Follow-up involved personal visits to banks in 21 foreign countries.

First National forwarded schedules of terms and conditions listing all services and charges to major foreign banks. The bank emphasized its willingness to finance exports drawn under letters of credit.

In the summer of 1962 the bank sponsored several trade expansion conferences and luncheons for Fort Worth businessmen and for bankers from small Texas towns. The Commerce Department's Dallas Field Office assisted in producing seminars at the conferences. The first trade expansion conference featured specialists in all phases of world trade and was attended by 100 businessmen. A conference on the Common Market was presented to the same businessmen a month later, with the Consul Generals of Belgium, France, and Great Britain. A year later a similar seminar was given for some 80 bankers.

First National relied heavily on staff travel when it was setting up its international operations. In 1963 an executive made lengthy study trip to New York City to visit major New York banks and U.S. offices of foreign banks.

When First National's board chairman was appointed to the local Regional Export Expansion Council, he persuaded the Fort Worth Chamber of Commerce to establish a World Trade Council for coordination of all international trade in Fort Worth. The Council assisted local manufacturers and helped develop a trade mission program.

Since that time, Forth Worth has sponsored three Industry Organized-Government Approved Trade Missions: to Central America and Trinidad in 1966 (INTERNATIONAL COMMERCE, July 11, 1966) and 1967, and to South America in 1967 (INTERNATIONAL COMMERCE, Aug. 14, 1967). The manager of First National's international department was leader of the first mission and a member of the third one. First National executives have also visited European, Japanese, and Mexican banks.

First National's Chairman of the Board was instrumental in the establishment of an office for coordination of Texas exports within the Texas Industrial Commission. This office subsequently sponsored a statewide mobile trade mission to Australia and New Zealand in the summer of 1967.

First National assists local exporters in finding buyers abroad and arranging introductions with foreign bankers for manufacturing or distribution investment problems.

First National has personnel fluent in French, German, and Spanish. All forms are printed in Spanish and English, as most of the bank's foreign business is with Latin America, and correspondence is conducted in Spanish.

Theodore F. Lange, First National's vice president in charge of international department, is also vicechairman of the Dallas REEC. Lange led the 1966 Trade Mission to Central America and Trinidad, and wrote the INTERNATIONAL COMMERCE report on it.

New Commerce Checklist

A new Checklist of International Business Publications is being prepared by the Bureau of International Commerce, and its publication in INTERNATIONAL COMMERCE is scheduled for Mid-March. The semiannual list was last published in July 1968.

Special Frankfurt Trade Center show will bring U.S. exhibits to customers at Diagnostica fair

Up to 40 manufacturers will take part in 'off-site' promotion of latest advanced medical equipment for diagnosis, therapy

The U.S. Trade Center at Frankfurt, Germany, will take American manufacturers of advanced medical equipment directly to their likeliest customers in Germany through a special "off-site" Trade Center exhibition next June.

Up to 40 exhibitors, U.S. manufacturers who are applying advanced engineering techniques to medical diagnosis and therapy, will show their products to some 4,000 of Germany's leading doctors and medical assistants in the event. The U.S. showing will be part of the medical congress, Diagnostica, June 6-10, at Karlsruhe.

The German medical field, like its counterparts in the United States and elsewhere, is vitally interested in the newest equipment and techniques embracing nuclear instrumentation, electronics, ultrasonics and optoelectronics. This is stressed in German market research that clinched the decision by the Commerce Department to schedule this special exhibition.

Current investments for modernization and enlargement of Germany's 3,600 hospitals amount to $250 million a year, with $50 million spent annually on medical electronics and advanced laboratory equipment. In size, the hospital sector of German medicine is described as a 650,000-bed market.

The exhibition will also give U.S. exhibitors exposure to 20 university clinics, some 100 medical institutes and about 125 privately owned and operated medical laboratories engaged in research in various fields of medicine.

The growing German population and its medical needs are intensifying advanced medical equipment requirements in another way, too. Because the number of doctors, nurses and paramedical workers is not rising at a rate proportional to the increase in patients, the medical profession will have to rely increasingly on engineered devices that both reduce manpower requirements and increase the efficiency of available personnel.

Despite the traditionally strong position of local industry in the medical field, the German market provides an excellent market for sophisticated types of U.S.-made equipment used in medical diagnosis and therapy, according to market research. In nuclear medicine, for example, American companies now supply more than 50% of German imports—up to 80% in some cases. The U.S. share of other sophisticated medical apparatus and instrumentation imports also is substantial, ranging from 30 to 50%.

U.S. achievements in advanced medical equipment have long been recognized by Germany's leading doctors, including the specialists who will attend the Karlsruhe event where primary emphasis will be in the diagnostic field. A "Diagnostic Week" program of lectures will cover diagnostics regarding various physical afflictions, diagnostic procedures in general, cybernetics in medicine, and mechanical data processing in medicine.

Courses for doctors and medical assistants will discuss diagnostic subjects with reference to modern laboratory equipment and techniques, including an introduction to nuclear medical diagnosis.

In the unique departure of "going to the audience," the U.S. Trade Center show will be held in a building on the Karlsruhe exhibition grounds rather than at the Frankfurt Center. However, exhibitors will benefit from the Trade Center staff's regular services in preparing their exhibit booths, in an advance market development campaign throughout Germany and other commercial assistance such as help in finding local agents and distributors. Nevertheless, the exhibitor fee for this special off-site event will remain the usual $350.

The advanced state of U.S. medical equipment and instrumentation has been projected abroad successfully through two other U.S. Trade Center exhibitions within the past year. Forty-three American companies, including 11 that were new to the market, reported $160,000 in immediate sales and forecast another $3.6 million in show-related business within a year after an advanced medical equipment exhibition at the U.S. Trade Center in Tokyo last December. Five agency agreements were made at the show and eight remained under active negotiation after the exhibit.

A $3 million 12-month sales estimate also followed a similar showing by 52 American manufacturers at the U.S. Trade Center in Milan, Italy, last February. Immediate sales during this event totaled $127,000. Among 27 exhibitors seeking agents, four appointed representatives by the end of the show and negotiations remained under way with 159 other prospects interested in carrying the U.S. product lines in Italy and elsewhere in southern Europe.

U.S. manufacturers of advanced medical equipment interested in participating in the June exhibition in Germany may obtain further market information and reserve exhibit space by contacting the U.S. Department of Commerce (BIC-928), Washington, D.C. 20230 (telephone: Area Code 202, 967-4073), or any of the Commerce Field Offices.

First Hobart Trade Fair set for August run in Tasmania

The first Hobart Trade Fair has been announced for Aug. 1-9 of this year in Hobart, Tasmania, Australia. The event will be the first trade fair of international standing to be held in Tasmania.

U.S. firms who wish to promote their products in the 380,000-person Tasmanian market have been invited to mount exhibits in the upcoming show.

The Hobart Fair will be promoted as 11 separate exhibitions in one—Home Exhibition, Food Fair, Motor Show, House Trailer Show, Boat Show, Engineering Exhibition, Mining Exhibition, Industries Fair, General and Services Exhibition, Textiles and Cosmetics Fair, and Hobbies and Institutions Fair.

Worldwide publicity is anticipated through the sponsoring Thomson Exhibition Promotions, a subsidiary of the Thomson press, radio, television, and exhibition complex.

Write: Thomson Exhibition Promotions, Pty., Ltd., Hobart, Tasmania, Australia.

CATALOGS MEAN MORE PORTUGUESE BUSINESS for the more than 150 U.S. manufacturers of equipment in the food processing and packaging fields who took part in the showing of company literature in December at the U.S. Consulate in Oporto, Portugal. Results included 26 new trade opportunities.

Oporto Consulate repeats catalog success

Results include 43 Portuguese inquiries, 26 trade opportunities for U.S.

U.S. food processing and handling equipment manufacturers have taken a cue from their colleagues in the textile machinery field, and the result was a second highly successful catalog show at the U.S. Consulate in Oporto, Portugal.

To introduce their products 153 U.S. firms sent catalogs and other promotional material.

Business visitors totaled nearly 300 by the end of the Dec. 6-19 promotion, and 43 specific inquiries to U.S. firms had been received, as well as 26 general trade opportunities for different product lines (see the World Trade Opportunities section of this issue).

Planning for the December event started soon after the successful conclusion of the Consulate's textile machinery catalog showing in May. The first step, as it had been with the first show, was to conduct an informal market survey to determine product lines with the best sales potential in the Northern section of Portugal. This market survey developed 22 export trade opportunities that were published in the Oct. 7 issue of INTERNATIONAL COMMERCE.

When food processing equipment was pinpointed as having good market possibilities, the Commerce Department provided the Consulate with a computer printout of nearly 1,000 U.S. manufacturers in related fields, and invitations to participate in the catalog show were sent to these companies.

To provite visiting Portuguese businessmen with a guide to the catalogs on display, the Consulate published a directory of participating companies, including the firm's name, whetherd it ha representation in Portugal, the name of the agent if the firm had one before the show, and a brief description of the company's products.

The catalogs on display were grouped in three major categories—packaging, handling, and processing—and each visitor to the show was given a directory of the firms and a comment card as he entered the exhibit in the Consulate library.

Invitations to attend the exhibition were sent to all members of the food processing and packaging industry in northern Portugal, including importers, agents, manufacturers, and retailers, as well as officials of appropriate trade associations.

Local publicity was extensive, and the Consulate devoted the three monthly issues of its Commercial Newsletter to a description of the upcoming event.

Portuguese businessmen expressed interest in U.S. equipment and machinery such as food products machinery including bagging, packaging and wrapping machinery; commercial and institutional cooking equipment; bottle washers and sterilizers, filling machines for pharmaceutical products; paint and varnish making machinery; plastic bag making machines; labeling and marking machines; and wrapping and packaging machines for textiles.

"By any measure the results were excellent," reported the Consulate staff after the December show. U.S. officials said that they expect the effects of the show to be seen in requests from Portuguese firms for information on U.S. products over the next several months, as was the case following the textile machinery catalog fair last May.

The catalogs sent to Portugal by U.S. firms for the showing will become part of the Commercial Library at the U.S. Embassy in Lisbon, where they will be made available to businessmen.

Utrecht is site for planned World Packaging Exhibition

Utrecht's first World Packaging Exhibition has been scheduled for that city in the Netherlands, from Apr. 22-29, 1970, by the sponsoring World Packaging Organization.

MACROPAK, the triennial international packaging exhibition, will be incorporated into the new world exhibition, and the combined fairs will be known as "World Pack-Macropak 1970."

Many associated events are planned for the week of the fair, including the World Packaging Congress, meetings of manufacturers' associations, and presentation of a world packaging award.

Extensive additional exhibit space is being planned to accommodate collective and individual exhibits from firms and organizations in the packaging field throughout the world, and U.S. firms interested in participation have been urged by the organizers to book space early for the show.

Write: Royal Netherland Industries Fair, Utrecht, Netherlands.

Avionics rates top London sales outlook

Exhibitors project 1969 results of $3.6 million Trade Center record

The newly-imposed British Import Deposit Plan (IDP) (see INTERNATIONAL COMMERCE, Dec. 2 and 9, 1968) seemed to have little effect on sales of U.S. aviation electronics equipment to the United Kingdom, as the show of avionics at the U.S. Trade Center in London rolled up the highest projected sales figure in the Center's history—$3,656,980.

One company had no trouble at all in interesting British buyers in the products of the four U.S. manufacturers it was representing in the show. Technitron, Ltd., made an immediate sale of $60,000, and forecast sales of $1.2 million over the next year.

Nine of the 27 exhibitors representing 63 U.S. companies at the Trade Center predicted first-year sales of over $100,000. Included among these were EDO, which expects $400,000 in sales, Air Associates, with $300,000, Simmonds Products, $250,000, and General Dynamics and ITT Industrial Labs, each with sales forecasts of $200,000.

"I am impressed with the type of visitors to this exhibition," said Bill Long, president of Symbolic Displays, exhibiting its products in England for the first time. "Our participation expenses have been more than justified, and we expect to tie up with a worldwide electronics firm."

Over 1,300 avionics field trade visitors came to see the U.S. displays at the Trade Center, and all the exhibitors reported that they had either fully or partially accomplished all their main objectives.

The Alden International booth attracted a steady flow of visitors, and company vice president M. Alden reported, "We were looking for someone who could invest a considerable amount of money to manufacture our product under license, and this show has produced some excellent leads."

The first several hours of the show saw 223 high quality visitors crowding the displays at the Trade Center.

Emec Inc. president J. Berliner summed up the feelings of many exhibitors in commenting on his company's $100,000 sales projection: "I have participated in nearly every Trade Center around the world, but none could begin to equal this show in terms of the caliber of visitors."

"OUTSTANDING SHOW VISITORS" was the reaction of Larry Kemp of Microwave Associates (above) to his firm's results. RCA agent (below left) explains company display to British Royal Air Force visitors.

CROWDS OF BUSINESSMEN lined up to register at entrance (above right). ITT Jennings (below) reported several excellent trade contacts during the show, which are expected to lead to future sales.

Thai fair brings new leads for U.S. firms

Local representatives predict 1969 business of over $1.3 million

Final sales figures told the success story of the U.S. Exhibition at the Thailand International Trade Fair, held Dec. 12-29 in Bangkok—more than $45,000 in immediate sales, with more contracts pending, and projections of $1.3 million in additional sales in Thailand during the next year.

All 27 exhibitors in the show, representing 41 American manufacturers of industrial equipment, were experienced in the Thailand market, and all of the U.S. companies in the show already had agents in Thailand who manned the booths in the U.S. Exhibition.

Ridge Tool Co., a firm long a regular in Commerce Department-sponsored exhibitions overseas, reported identifying at least 30 new, definitely interested customers for its line of products.

Bostitch, which was represented by active, enthusiastic sales personnel at the fair, predicted a sales increase over the first twelve months following the show of over $125,000. By mid-point in the exhibition, public interest in the Bostitch booth was so high that the firm's agent doubled his sales staff at the show to 10 persons.

Many exhibitors commented favorably on excellent exposure to large crowds during the show. Final attendance figures for the entire fair reached 720,000, with registered trade visitors counted at the U.S. Pavilion totaling 767.

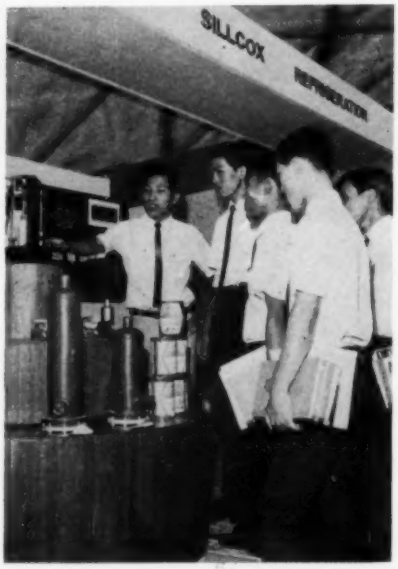
"Very good traffic—well worthwhile participating," was the reaction of the Suco representative, echoing the comments of other U.S. exhibitors at the Bangkok show.

The Plextone representative reported contacting many new sales prospects, and said that without his firm's participation in the Thailand International Trade Fair, he could not have predicted the large volume of business he expects in the near future.

The press of public attendance at the fair precluded some complete business discussions at the fair site, but exhibitors and U.S. commercial officers alike felt that contacts made at the fair would lead to extensive business negotiations during the first months of this year.

Substantial sales of Westinghouse laundry equipment were reported pending as the show closed.

LOCAL REPRESENTATIVES of Plextone points (above) show the firm's products to local buyers. Thai businessmen gather around Sillcox Refrigeration booth (below left) as demonstrator explains display.



MANY VISITORS WERE ATTRACTED to Culligan's water spout dramatizing firm's water softeners (above right). Potential buyers examine Bostich industrial staplers (below) during show's opening reception.

Worldwide Business Outlook pages 15-21

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Imports into **France** from the United States during January-October 1968 were $1,081.3 million, up 2.6% over the January-October 1967 level. At the same time, total French imports increased 10.5% over 1967 to a level of $11,213.5 million. Thus, the U.S. share of the French import market declined from 10.4% in January-October 1967 to 9.6% in January-October 1968. . . . The Integrated Container Service, Inc., of New York, N.Y., which specializes in the shipping of merchandise in sealed vans, has recently opened a **German** office in Hamburg. Hayden, Stone, Inc., a New York based brokerage firm, has opened a subsidiary in Frankfurt/Main, Germany, its second in the Federal Republic. The capital of the newly formed subsidiary is entirely held by Hayden, Stones' largest foreign subsidiary located in Zurich. . . . Preliminary data indicate that through November 1968, **Spain's** imports fell 0.2% to $3,196 million; imports from the United States rose 1.7% to $544 million, accounting for 17% of the market ($535 million and 16.8% in 1967). During the same period, Spain's exports rose 14.2% to $1,397 million; shipments to the United States jumped 41% over the same period to $253 million, accounting for 18.1% of the total ($179 million and 14.6% in 1967). Through September 1968, 16.3 million tourists had visited Spain, representing a 7.1% increase over the same 1967 period. The nations leading this flow were: France, 5.8 million (36%), Great Britain, 1.7 million (10%), West Germany, 1.1 million (7%) and the United States, 738,000 (4.5%).

Problems beset Chile

Economic output slows down, but prices keep rising; drought adds to troubles

Chile's leaders face the extremely difficult task of dealing an apparent economic paradox: a slowdown in industrial and economic growth, accompanied by a strong inflationary trend. To top things off, Chilean agriculture suffered a severe drought in 1968, the effects of which are still being felt throughout the economy, according to the semi-annual Economic Trends Report from the U.S. Embassy in Santiago.

Gross Domestic Product grew by 2% in 1967 as compared with 5% in 1965 and 7% in 1966. In 1967 output of the basic goods-producing sectors of the economy increased 1.6%.

In comparison with past years, areas of the economy with poor performance were industry, mining, and construction. Performance of agriculture was notably better than in past years. The poor industrial performance was due to a number of factors: (1) using up of installed capacity in some industries, (2) insufficient demand for industries supplying construction materials, (3) labor conflicts in some industries.

Moisture conditions were much below normal in 1968. Substantial losses have already occurred. The major effects to date are (1) a decrease in agricultural output, (2) reduced generation of electrical energy, (3) higher public expenditures. The government has formed a National Drought Commission to coordinate measures to alleviate the situation.

Fortunately the spring (Sept.-Jan.) has been cooler and more moist than usual. Nevertheless, this does not overcome the major effects:

(1) loss of income for thousands of small farmers and part-time workers in agriculture, and the resulting lessened demand for consumer and industrial goods;

(2) increased imports of agricultural products and the drain on foreign exchange to make up supplies of products lost to the drought.

Trade data unsatisfactory

Official foreign trade data have not been wholly satisfactory since conversion to the Brussels Nomenclature at the beginning of 1967. Preliminary Customs import statistics for 1967 reported a decline in commodity imports to $726.6 million ($257.9 million from the United States) from $750.6 million ($299.9 million from the United States) in 1966. Preliminary Central Bank data on import licensing for Jan.-Nov. 1968, omitting copper industry and capital equipment imports, reported a decline of 7% in imports over the comparable period of 1967, with licenses for imports from the United States dropping only 1%.

On the other hand, capital equipment imports are up sharply, due in part to the copper expansion program, and total import licenses in 1968 were running slightly ahead of 1967.

According to official data, exports have held up well, rising from $880.8 million ($219.7 million to the United States) in 1966 to $913.1 million ($168.4 million to the United States) in 1967. Central Bank export data for Jan.-Sept. 1968 (totaling $691.8 million) suggests an annual rate of $922.4 million.

During the latter half of 1968 the Central Bank continued to make a few minor changes in the composition of Chile's permitted import list and in the prior deposit rates. Central Bank Circulars 1052 (Aug. 30) and 1062 (Sept. 11) put into effect a Positive List, limiting AID imports to items on the List and providing a series of incentives for the use of AID funds, including the waiving under AID of prior deposits on both capital and non-capital goods. Circular 1059 (Sept. 12) authorized the use for the payment of import taxes and duties of prior deposits which had formerly been frozen for at least 90 days.

A substantial increase in foreign exchange availabilities led the Central Bank to authorize (by Circular 1100 of Nov. 28) a reduction from 60 to 30 days after shipment for the required waiting period for the remittance of foreign exchange in payment for authorized imports. At the same time the Bank reduced the waiting period for the maturing of foreign exchange futures contracts from 82 to 78 days. These contracts reportedly cover at present close to 80% of all normal import operations.

Circular 1101 (Nov. 29) announced the use as of Jan. 1 of new sets of import license documents.

In an apparent effort to direct imports into normal financing channels and to eliminate short-term capital imports as a

AN UPSWING IN CONSTRUCTION ACTIVITY is one of the favorable economic indicators in Chile, and should spread its benefits into other areas of the economy. Above, downtown Santiago.

source of financing for commodity imports, the Bank issued Circular 1105 (Dec. 4) forbidding the use of the authorized capital entry (*aporte de capital*) on less than a one-year basis. Reportedly such capital entries will be subject to an automatic 10% tax if they are remitted abroad within a twelve-month period.

Copper exports constituted about 75% of Chile's merchandise export earnings in 1968. The average sale price of copper on the London Metal Market from January through October was between 53 and 54 cents per pound. Actual production of copper in Chile through the first seven months of 1968 was 381,000 metric tons, which was almost identical with production for the same period of 1967. Thus, in spite of high levels of imports and substantial debt service, Chile's foreign exchange position improved in 1968.

Chile's Finance Minister, Andres Zaldivar, in his Budget Message to Congress, noted the achievements and shortfalls of the Frei Government. Among the achievements are educational reform, agrarian reform, and a more equal distribution of income. In the last four years the government has created places for 500,000 students through the construction of 2,300 schools—1,300 of which are in rural areas. For rural areas, new labor legislation has doubled the number of labor unions and permitted the organization of more than 80,000 rural workers.

In addition, the agrarian reform law has given access to ownership of farm property to thousands of farm families. According to Zaldivar, the major obstacles to fulfillment of the government's program have been the "redistributive race, the lack of saving, and the growth of public expenditure."

Repeated warnings

Minister Zaldivar noted that the government has warned repeatedly of the inflationary consequences of wage increases which exceed the growth in supply of goods and services. He noted the enormous waste of effort made by labor, businessmen and government in negotiating new wage contracts. It is not known at this time whether there will be legislation controlling the amount of wage increases for the private sector.

The rash of strikes in the first half of 1968 was influenced by the long debate in Congress over wage increases.

The number of man-days lost because of strikes in the first 11 months of 1968 exceeded four million as compared with slightly under two million for the entire year 1967.

The pace of upward price movements stepped up in 1968. By October the Consumer Price Index (CPI) was up 27% over twelve months earlier and the wholesale price index was up 34%. These rates are higher than the rates of 1967.

At present, the 1966 CPI increase of 17% appears to be the low point attained during the stabilization program of the Frei Government. The major question for next year is whether the annual rate of price increases will move past the 30% mark.

Historical evidence suggests that Chileans become more disturbed at higher-than-normal rates of inflation when inflation becomes a political issue. The present economic situation poses a dilemma for policy makers. Considering the economic slump of 1967-68, it is difficult to frame monetary and fiscal policies which yield simultaneously a satisfactory pace of economic growth, higher level of employment, and lower rates of inflation.

While the rate of inflation in 1969 is difficult to predict, in the next few months the propellant will be increased wages. Judging from past history, wage bargains are likely to call for the full amount of the December 1967 to December 1968 increase in the Consumer Price Index.

Therefore, average wage increases in 1969 are likely to exceed those of 1968. The important question is, of course, by how much? Given the slow performance of the economy of 1967 and 1968 and less employment of labor and plant, possibly the correct answer may be not much more. Increased costs cannot now be passed forward as easily as in the past. Employers can strike harder bargains with labor. Moreover, Chile's twice-a-month devaluations rule out need for or likelihood of a major step devaluation which could push the rate of inflation to much higher levels.

There are favorable signs for the second half of 1968 and 1969 in construction activity. Registrations of planned construction in the first half of 1968 were up from the same period in 1967: a 31% increase for housing construction and 25% increase for all construction activity. An upsurge in construction activity will boost demand for industrial products—wood products, non-metallic minerals, and primary metals—which has been slack since 1966.

Retailers complain that tight credit and delayed payment of salary readjustments have caused slower sales of clothing, footwear, appliances, household wares and most building materials. On the other hand, sales of staple foods, steel, automobiles, and heavy construction materials and equipment have risen. Pre-Christmas sales got off to a poor start, with end-of-year bonuses apparently at a disappointing level by comparison with late 1967.

Norway dip may be over

Recent indicators give promise of mild upturn; balance of payments improves

All significant Norwegian economic indicators, with the notable exception of demand from abroad, reflected economic stagnation or even decline throughout most of 1968, according to the semi-annual Economic Trends Report from the U.S. Embassy in Oslo. The industrial order index for the third quarter as well as the October indices for industry production and retail trade, however, seemed to hold out promise for at least a gentle, temporary revival of the Norwegian economy.

A more vigorous economy, as in 1966-67, will probably not materialize until industrial investment grows again. The U.S. Embassy is not able now to judge whether businessmen are raising their sights for capital spending.

Current developments in imports and exports, and especially net earnings from the merchant marine and exports of second-hand tonnage, have caused a series of revisions in the official estimates of the balance of payments for 1968. The estimate for the 1968 current account, which started out with a $168 million deficit last fall, has now been converted to a surplus of $35 million. The Minister of Shipping and Commerce, however, recently predicted a surplus in excess of $70 million, and the U.S. Embassy would not be surprised to see the figure approach twice that amount. At the end of September total foreign exchange reserves were $1,195 million, up 14% since Jan. 1.

U.S. sales up 22%

U.S. exports to Norway during the first ten months of 1968 amounted to $177 million, an increase of 22% over the corresponding period in 1967. This brought the U.S. share of total Norwegian imports up to 7.8%, compared with 6.3% for the same months in 1967. The products showing the most significant gains were chemicals—principally raw materials for the chemical, plastic and aluminum industries—which doubled in value, and transport equipment, which—mainly due to a concentration of deliveries of airplanes—increased by two-thirds.

Prospects for U.S. exports to Norway during the near future do not appear to be as good as the above figures might indicate. Norway's bumper crop this past summer will reduce the requirements for imported feed grains and fruit. The expected further reductions in industrial investment could adversely affect U.S. exports of capital equipment, although this might not be the case if we assume that Norwegian industry will continue its modernization programs requiring advanced technological equipment like process control instruments, electronic computers, and similar items.

Prospects also appear somewhat more promising in some other areas. Norwegian authorities are now recognizing the acute necessity to combat the rapidly increasing pollution of rivers, lakes and fjords. Norway's 250 municipalities are potential customers for water treatment equipment. The outlook for sales of sewage treatment equipment, and effluent treatment equipment for the chemical, pulp and paper and metal processing industries is favorable.

Pollution of the air, particularly by metallurgical and chemical plants, is a matter of growing concern and remedies to combat this development are being studied by the Norwegian Government. Enforcement of anti-pollution measures is already requiring plants to install control equipment.

Norway's increasing expenditures on road construction offer sales possibilities. In the 1969 budget, $196 million has been appropriated for this purpose, compared with $175 million in 1968 and $160 million in 1967.

Foreign demand is spur

As projected in the previous economic trends report, demand from abroad has replaced investment as the most dynamic element in the Norwegian economy. Foreign demand, including demand for shipping services, accounted for about 30% of the growth of total GNP in 1967. This demand is now thought to be accounted for the entire growth in the Nor-

SALES OUTLOOK IS GOOD for effluent treatment equipment for Norway's chemical, pulp and paper, and metal processing industries: Below, a forestry industry plant at the water's edge.

wegian economy in 1968, and to remain the most expansive factor in 1969.

Commodity exports, ships excluded, increased sharply during the fall. According to seasonally adjusted data, the value of commodity exports in Aug.-Oct. was 5% higher than in the preceding three-month period. Notable increases were recorded for nonferrous metals, particularly aluminum, but a sharp drop was recorded for fish products.

The bulk of the increase in exports during the first ten months of the current year was accounted for by traditional semi-finished Norwegian export products (ferroalloys, iron and steel, aluminum, chemicals, newsprint). For all of these products there was substantial unused production capacity at the beginning of the year. Aluminum alone accounted for one half of the export rise.

According to the National Economic Budget for 1969, a projected volume rise of 8% in 1969 exports will depend upon a more successful marketing of manufactured products than in 1968. The Jan.-Oct. 1968 export rise was accounted for by increased deliveries to most OECD countries, notably West Germany (up 19% over corresponding period in 1967), Sweden (up 12%), the United Kingdom (up 11%) and the United States (up 15%).

Imports for Aug.-Oct. increased by 6% compared with the same three-month period in 1967, almost exclusively due to a concentration of deliveries of airplanes from the United States. Substantial increases were also recorded for ores and chemicals—raw materials for the booming export industries—whereas imports of grains and feeds, lumber and cork, yarns, yardgoods, textiles and machinery were down compared with 1967. Aggregate commodity imports for the first ten months of this year were only 3.4% above imports during the same period in 1967. Jan.-Oct. imports reflect the decreasing domestic investment activity: imports of investment goods are down, whereas commodities for "input", a substantial part of which are raw materials for the export industry, are up.

Growth rate slows

Total GNP, which increased by 5.3% in real terms in 1967, according to the most recent official forecast, grew by an estimated 3.8% in 1968. Even 3.8% may be on the high side, however. During the first half of the year GNP rose by a meager 2.9%, and indications are that the rate of growth was further depressed in the third quarter.

One favorable side-effect of lower economic activity is that economic pressures seem to have subsided somewhat. Prices and wages have risen more slowly, although not slowly enough to bring about an improvement in Norway's competitive status. The labor market is less tight than a year ago, and so is bank credit. And cutbacks in industry's capital spending so far this year have kept imports of investment goods down, thus improving Norway's balance of payments position.

The employment situation is still largely satisfactory, but indications are that a harder and more competitive climate is developing. In the manufacturing industries employment declined during the third quarter despite the shortening of the work week from 45 to 42.5 hours as of July 1. At the end of October the number of registered unemployed was 14,000, or more than 50% above a year ago.

The slow-down in Norway's industrial production continued through the third quarter of 1968. Judged by the seasonally adjusted indices, aggregate industrial production was nearly at a stand-still in Jan.-Sept. During these first three quarters industrial production rose by 0.2%, 0%, and 0.9%, respectively. The stagnation appears to be largely a result of lower demand for investment goods, reflecting lower domestic investment, and a falling off in the domestic demand for consumer items, partly due to competition from foreign goods. Stagnation or decline was recorded in the production of foods, textiles, clothing, leather, chemicals, engineering products, machinery and electrotechnical products.

Export industries thrive

Brisk demand from abroad, including a remarkable rise in shipments to several OECD trading partners, on the other hand, resulted in substantial production increases for several industries mainly engaged in export production (aluminum, ferroalloys, chemicals, newsprint).

Following nine months of near stagnation the aggregate seasonally adjusted production index rose by 4% in October to a new high of 149 (1961=100). The increase was almost exclusively accounted for by the export industries. Production data for only one month do not by themselves give proof of a new trend, but taken in conjunction with the improvement in the order situation, there seems to be a reasonable chance for at least

INVESTMENTS IN ELECTRIC POWER DEVELOPMENT are expected to fall only slightly, while planned investments reported by industries may drop by as much as one-third in Norway this year.

a mild upturn in industrial production during the next few months.

The order statistics for third quarter 1968 indicated increased rates of growth for some important industries. The iron and metal industry, including engineering, reported a 74% increase in new orders in the third quarter. New orders were up mainly for export, but some increase was also recorded for the home market. The increase in new domestic orders is apparently mainly accounted for by the shipbuilding industry, where they increased five-fold compared with the third quarter 1968. Since subcontracting is used to a great extent in the shipbuilding industry, rising production will have repercussions in other parts of the economy.

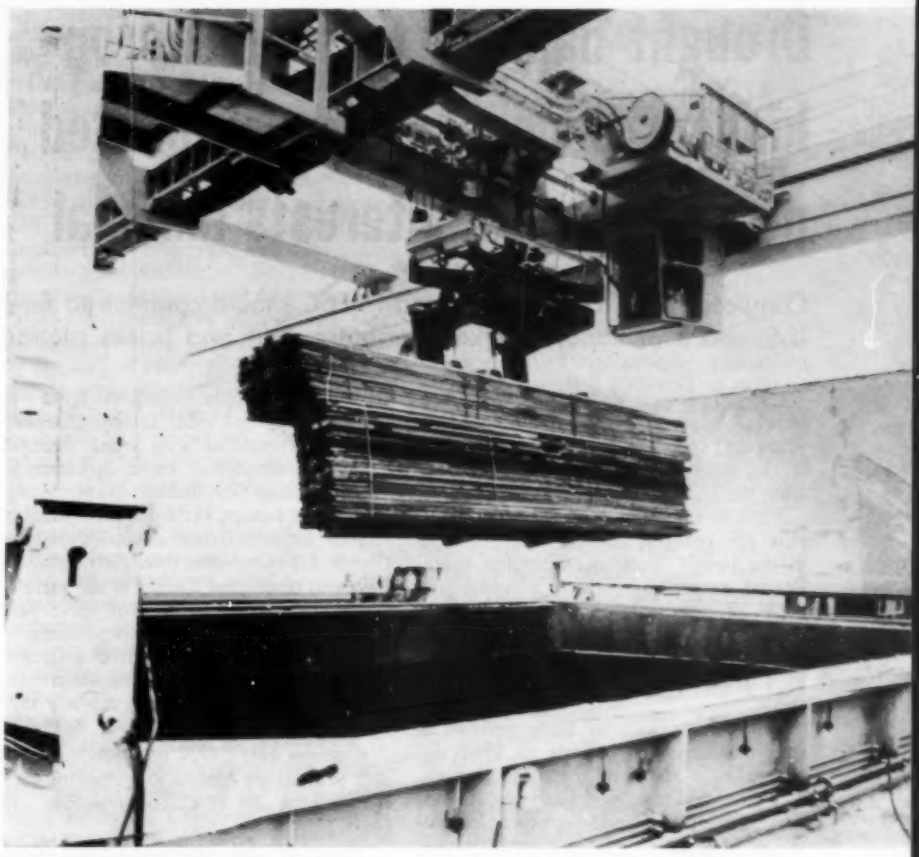
The most recent survey of completed and planned investment in manufacturing industries, mining and electric power development shows further contractions in investment demand. Total completed and planned investments carried through in the above activities in 1968 were expected to fall short of 1967 investments by 14%.

Prospects uncertain

Prospects for 1969 investments are quite uncertain. On one hand, planned investments as reported by the industry are expected to be reduced by one-third compared with 1968, reflecting businessmen's expectations of a more severe economic climate in Norway, as well as reduced profits in some industries. On the other hand, the Ministry of Finance's National Economic Budget for 1969 foresees only a minor reduction in 1969 investment in industry, mining and electric power development.

Building starts in housing, which now appear to have fallen short by more than 10% of their 1968 goal of 36,800 units, are planned to reach an all-time record of 38,000 units in 1969. Investment in the merchant marine which was down one-fifth from 1967, is expected to be reduced by a further 12% in 1969. Although planned public investment in housing, roadbuilding and educational and health facilities will increase substantially in 1969, the Government's projection of only slightly reduced total investment activity in 1969 may be on the optimistic side.

Consumer demand rose slowly in the third quarter, despite considerable wage and salary increases. The volume of retail sales was slightly more than 1% higher than in the third quarter of 1967. Data for October, however, show an increase of 8% over September due mainly to higher sales of food, textiles and clothing, fuels and automobiles. Consumer demand, originally estimated to grow by 4% in 1968, will probably not increase by more than 3.8%.



BRISK DEMAND FROM ABROAD resulted in substantial production increases for several industries producing for export, despite stagnation in other industrial areas of the Norwegian economy. Above, products of the very important forestry industries are loaded aboard ship for export.

Long-term as well as short-term capital inflows have been substantially reduced, and further reductions are projected for 1969. During the first three quarters of 1968 net long-term capital inflows were thus only 18% of their 1967 level of $275 million. Net short-term capital inflows, which amounted to $80 million in Jan.-Sept. 1967, turned into a $6 million outflow in 1968.

Reflect developments

These changes reflect a number of developments, the most important of which are: a lower level of ship imports which, combined with extraordinarily large sales of second-hand tonnage abroad, have greatly reduced shipowners net borrowing abroad; the reduction in direct foreign investment in Norway since the completion of several large foreign-financed projects; reduced need for suppliers' credit from abroad due to the slowdown in domestic investment; and, possibly but not proven, the impact of the current U.S. balance of payments measures on U.S. banks' foreign lending.

Despite warnings of an impending economic crisis and demand for Government intervention to stimulate investment voiced in many quarters, including the Labor Party, private industry and business, there are few indications of early changes in the economic policies pursued by the Norwegian Government. A main aim is still to improve the competitive status of Norwegian industry by keeping cost/price inflation to a minimum. With the exception of the freeing of about $20 million worth of frozen investment funds, the Government has so far taken no action to revive the lagging industrial investment demand. The fiscal budget for 1969 will, however, have an expansionary effect, with repercussions throughout the economy. Total expenditures will increase by about 12% to $2.4 billion, which represents almost one quarter of the total estimated GNP for 1969.

Drought damage to peanut crop hinders Senegal's already limited prospects; U.S. interests minimal

Competitive advantages granted to EEC should continue to limit U.S. share of import market; peanut output and prices plunge

Senegal presents an almost classic case of what happens to a one-crop economy when that crop begins to falter, according to the annual Economic Trends Report from the U.S. Embassy in Dakar.

Poor weather for the third consecutive year has reduced Senegal's peanut crop to the lowest level in nearly ten years. Peanut production, which accounts for 70% of Senegal's agricultural revenue and 78% of all exports, may reach only 800,000 metric tons this year compared to a record 1.2 million metric tons in 1965.

Senegal's balance of trade position is still in deficit with exports in 1967 declining as a result of the 1966 drought while imports remained relatively stationary. The Senegalese Government continues to express its growing concern over the deterioration in the terms of trade as world prices for its peanuts decline while the costs of imported manufactured goods continue to increase.

The United States has few economic interests in Senegal and consequently will be affected only slightly by developments in the Senegalese economy. Trade between the United States and Senegal remains at a low level and may well decrease further over the next few years.

U.S. exports

Exports from the United States to Senegal in the past have consisted mainly of agricultural commodities (primarily rice and sorghum), a large percentage of which has been shipped under the PL 480 "Food for Freedom" program. Food exports may continue to decrease if Senegal's efforts to expand domestic production and diversify its agriculture begin to show results.

Prospects for increasing the U.S. share of Senegal's imports of manufactured items are not auspicious. The EEC countries enjoy numerous competitive advantages, the principal ones being:

Licensing—Imports into Senegal from EEC countries are not subject to licensing control which apply to imports from the United States and other Global Category countries (countries with which Senegal has not concluded a trade agreement). The Senegalese Government allots specific amounts of foreign exchange each year for various imports from countries in the Global Category and then distributes licenses to traditional traders in the various commodities on the basis of their past imports. This system makes it particularly difficult for a new company from a Global Country to break into the Senegalese market if their competitors are already represented.

Customs duty—U.S. products imported into Senegal are subject to a customs duty from which the EEC countries are exempt.

Tradition and language—Most commercial establishments of a significant size in Senegal are owned by French companies or individuals. These companies have strong European links and therefore tend to order European products with which they are well-acquainted. In addition, they can usually avoid the problem presented by U.S. products of translating labels, weights, and instructions.

Delivery time—Shipping between the United States and Senegal is irregular and limited, averaging only about one ship a month. As a result, firms in Senegal often have to wait a long time for U.S. products and therefore must either keep large inventories or lose customers. By contrast, shipping from the EEC countries to Senegal is very frequent and therefore more economical, convenient, and dependable.

As a result of the advantages outlined above, the American companies which have made and will continue to make the greatest inroads into the Senegalese market are those which have manufacturing subsidiaries in the EEC countries.

Little investment

American investment in Senegal is very limited and consists of: (1) the marketing and distribution facilities of Texaco, Mobiloil, and Esso and their combined 24% interest in the Société Africaine de Raffinage oil refinery; (2) the offshore petroleum concession being exploited by the Esso Exploration Co. through a sub-contract with Global Marine, Inc., (3) International Minerals and Chemicals' 12.5% interest in the TAIBA phosphate mine; (4)

SOME U.S. PRODUCTS DO WELL IN SENEGAL, despite a generally discouraging climate for American goods. The Ministry of Finance uses these magnetic tapes in its IBM 1401 computer.

Starkist's 32.5% share in the SOFRIGAL tuna fish freezing plant; and (5) minority financial interests in the four commercial banks established in Dakar, ranging from the First National City Bank's 49% in the Banque Internationale pour l'Afrique Occidentale to the Morgan Guaranty's 4.6% in the Union Sénégalaise de Banques.

In addition, there are various local firms with U.S. licenses, such as Coca Cola, Mission of California, and others.

At the present time, the only pending American investments in Senegal are: (1) Builders International Inc. which is undertaking a $5 million 800-unit middle-income housing project on the outskirts of Dakar; (2) the Sheraton Hotel Corp. and several other investors which have signed an agreement with the Senegalese Government for the construction of a $1.5 million 104-room hotel; and (3) Pan American's affiliate Intercontinental Hotels which is negotiating sporadically with the Government for the construction of either a 120 or 200-room hotel. The smaller hotel would cost approximately $3.5 million and the larger version about $5 million. It appears unlikely, however, that the ICH hotel will be built in the near future once construction begins on the Sheraton.

Drastic decline

The end of the French peanut subsidy and a drastic decline of the world market price for peanut oil have coincided with the reduced crop. This combination of events has resulted in the lowest gross revenues to peanut producers in years.

Increasing competition from American soybean oil and European sunflower seed and rapeseed oils are darkening the future prospects for Senegal's principal export.

Senegalese industrial production grew only 0.4% in 1967, compared to 12.9% the previous year. Principal gains were recorded in calcium phosphate production, electricity production, textiles, shoes, canneries and chemicals, while declines were registered in construction materials, tobacco and matches, and biscuits.

For an underdeveloped country, Senegal has a relatively highly developed industrial base. Many of the country's industries, however, were established prior to independence in 1960 and were designed to supply the 20-million-man market of the former French West African Federation.

With the breakup of the Federation and the creation of nine independent countries, each with its own competing industries and trade barriers, Senegalese industry was forced into a period of readjustment.

Nevertheless, this period of working at less than full capacity has largely ended and industrial production until 1966 had been growing at about 6% per year.

Using an index of 100, base year 1959, Senegalese industrial production on a volume basis reached 160.4 in 1967. Notable gains were recorded in calcium phosphate production, electricity production, textiles, shoes, canneries, and chemicals while declines were registered in construction materials, tobacco and matches, and biscuits.

Under Senegal's second four year plan (1965-69), some $38 million had been expended on new industrial investment by the end of 1967, while another $33.6 million was projected for expenditure by June 30, 1969. Most of the new investment is in food processing, chiefly for the expansion and modernization of peanut oil mills, but also in phosphate mining, chemicals, and textiles.

Senegal's third four year plan (1969-74) will be of particular interest to foreign investors as it will contain a call for expenditures of $50.7 million in new investments. Since fiscal year 1967/68, however, Senegal no longer has a surplus on current account to be used for capital investments.

France continues to dominate the Senegalese market although its share (48% in 1967) has steadily decreased since independence, with most of the gains being registered by its Common Market partners. Other major suppliers in 1967 were the Mainland Chinese (8.3%) and Cambodia (6.3%).

The U.S. share of the market, always small, dropped from 4.7% in 1966 to 3.1% in 1967.

France remains the principal buyer of Senegalese exports, with 80% taken in 1967. Senegal's second largest client is Portugal, buying 2% of the country's exports in 1967.

Despite a continuing inflow of foreign assistance, largely from France and various international organizations, the prospects for Senegal's economic future are not particularly encouraging. Lacking known natural resources, Senegal is forced to rely heavily on peanut production and processing, an industry which faces strong external competition and declining prices. Despite the government's receptive attitude to foreign investment and an advantageous investment code, lack of resources and a small domestic market militate against large inflows of foreign capital. The main hopes for Senegal's future are: (1) the creation of a regional West African economic entity, (2) the discovery of some profitable mineral resource such as petroleum, and (3) the development of the tourist industry.

IDA loan to Senegal will help diversify farms, build income

Program aims to cut imports, strengthen peanut exports

The World Bank and its affiliate, the International Development Association (IDA), are lending $9.5 million to Senegal for the continuation of a program to increase the production of peanuts, the country's chief export, and of millet, the staple food. About one million people, over a quarter of the population, are affected by the program which will result in a steady increase in farm incomes and in Government revenues.

Senegal's long-term development plans are centered on diversification of agriculture to reduce imports of foodstuffs and raw materials, as well as on increased peanut production. The latter is of vital importance because Senegal had to face a considerable loss of export revenues as a result of the progressive elimination of preferential arrangements for marketing its peanut crop in France.

To compensate for this loss, a five-year program was started in 1964 with financial assistance from the European Economic Community, with the objective of achieving a 25% increase in the production of peanuts and an expansion of other crops, notably millet. The project being financed by the Bank and IDA is a continuation of this program.

Under the project, which will be carried out over a three-year period, credit will be provided to the cooperatives through the Banque Nationale de Developpement du Senegal (BNDS) for the purchase of simple animal-drawn farm implements, for some draft animals and for fertilizer.

Funds will be provided for consultants to assist in the management of the cooperatives' supply and marketing institution; at the end of three years the institution should be able to operate efficiently with trained Senegalese staff and with a minimum of assistance from expatriate staff. Funds will also be provided for some technical services.

The total cost of the program over the three-year period is estimated at the equivalent of $24 million. The Bank and IDA loans will contribute about 39%, farmers about 16%, and the Government, both directly and through BNDS, the balance of 45%.

First IFC commitment to East Pakistan industry gets support by two U.S. banks

World Bank affiliate's investment for paper mill expansion also has backing of German, French, Italian, U.K., Kuwaiti units

The International Finance Corporation is investing for the first time in East Pakistan industrial expansion. Its commitment has drawn support from a broad group of private international investors in the United States, Germany, Italy, France, and the United Kingdom.

The new project is a $17 million modernization and expansion of the Karnaphuli Paper Mills, located near Chittagong.

The Karnaphuli expansion will increase the country's paper making capacity by 17,000 tons a year, bringing total paper making capability financed by IFC in Pakistan to 72,000 tons annually, and will also boost Karnaphuli's capacity by half.

Forest development

Karnaphuli's expansion program will have the secondary economic development benefit of helping to develop East Pakistan's forest reserves. The additional paper production the Karnaphuli expansion and modernization will make possible could save Pakistan foreign exchange up to $2 million a year.

IFC is making a basic commitment of $5.6 million to the Karnaphuli expansion, in addition to a contingent commitment. The investment drew support from seven international investment institutions, in North America, the Middle East and Europe, which purchased half of the basic IFC commitment.

The participants in the IFC investment in Karnaphuli are the First National City Bank and its overseas investment affiliate, First National City Overseas Investment Corp., Bamerical International Financial Corp., the wholly-owned investment subsidiary of the Bank of America, both in the United States; the Kuwait Foreign Trading Contracting and Investment Co.; Commerzbank A.G., of Germany; National & Grindlays Bank Limited of the United Kingdom; Banca Nazionale del Lavoro of Italy, through a subsidiary; and Banque Francaise du Commerce Exterieur. Participation by U.S. institutions is subject to necessary government formalities concerning overseas investment.

Karnaphuli is IFC's ninth investment in Pakistan, over a range of industries including, besides paper, cement, cotton textiles, steel products, fertilizer, jute products manufacturing, and development banking.

IFC's investment includes a commitment to purchase 300,000 ordinary shares of Karnaphuli at par value, amounting to approximately $630,000, and a $5 million loan, with a stock option. Provision has been made by IFC for a contingent loan of $600,000.

The balance of the finance will be provided by the Pakistan Industrial Credit and Investment Corporation Limited (PICIC), a private development finance company, and Dawood Industries Limited, Karnaphuli's sponsor and managing agent.

Karnaphuli makes paper from bamboo and hardwoods grown in Pakistan. To obtain more of these raw materials, Karnaphuli plans intensive development of bamboo forests that it has leased from the East Pakistan Government, and plans to establish forest plantations on idle hilly lands near the mill site, to be leased from the Government.

Paper demand increasing

When the expansion and modernization is completed in 1971, Karnaphuli will have a capacity of 50,000 tons of paper a year, and will be the major supplier of kraft paper to the Pakistan market. Lower operating costs and improved product quality will also enable Karnaphuli to help meet increasing demand in Pakistan for printing and writing papers.

The World Bank made a $4.2 million loan to Karnaphuli in 1955 to help finance construction of its pulp and paper mill. IFC previously invested in two paper manufacturers in Pakistan—Packages, Limited of Lahore, and Pakistan Paper Corporation of Charsadda, both in West Pakistan. Total finance provided by IFC to nine private enterprises in the country amounts to approximately $28 million.

Germany opens another import quota for iceberg lettuce; good trade in view

The Federal Republic of Germany has opened another import quota for iceberg lettuce from the United States according to the *Bundesanzeiger* No. 237 of Dec. 19, 1968. Application for licenses may be filed, without a value limit, not later than May 29.

During the validity of the quota, it is possible that an import embargo may be announced, which would invalidate import licenses ten days after publication of the announcement.

Imported products must meet the requirements of the EEC quality class II and the general plant quarantine regulations.

This is the second quota for iceberg lettuce issued by the Federal Government. As a result of the first quota (see INTERNATIONAL COMMERCE, Oct. 28, 1968; p. 23) several shipments of iceberg lettuce have been sent to Germany and were well received by the trade and consumers.

Iceberg lettuce was promoted and offered by a number of importers on several special occasions with good results. This shows that the German fresh fruit and vegetable import trade is very interested in the product.

The possibility of an import embargo is very slim, and the development of a regular trade looks likely.

Exim loan to aid Argentina firm buy U.S. goods, services

The Export-Import Bank has authorized an Alliance for Progress credit of $8.3 million to assist Corporacion Cementera Argentina, S.A., in purchasing U.S. goods and services required for the expansion of its cement plant at Yocsina.

The prime U.S. supplier will be the Fuller Company of Catasauqua, Pennsylvania, which will provide equipment capable of producing 1,500 tons of cement per day. The increased output will help to fill a shortage of cement developing in Argentina as a result of a major public works program and continuing growth in private sector demand for cement.

The new equipment should be fully installed by mid-1971. Repayment of the Eximbank credit will be in 12 semiannual installments beginning about six months after the estimated completion of installation.

Canada announces makeup of tribunal to review dumping

Three-man group will have three months to make decisions

Canada has announced the names of the men who will compose the three-member tribunal to rule on dumping cases under the provisions of Canada's new anti-dumping legislation and regulations. While Customs officials will have the responsibility of deciding whether goods have been dumped; the tribunal will rule on the injury issue.

The chairman of the tribunal is W. W. Buchanan, an Ottawa tax consultant and adviser on copyrights and labor matters. The other members are B. G. Barrow, an assistant deputy minister in the Department of Industry, and J. P. C. Gauthier, director-general of the office of commodities and industries in the Department of Trade and Commerce. The appointments, for terms of seven years, were effective Jan. 1.

The tribunal will deal with the major new feature of Canada's anti-dumping law, which is to assess whether specific cases of dumping are causing material injury or threaten material injury to Canadian producers. Previously, dumping duty was automatically imposed wherever goods were dumped into Canada and Canadian producers held at least 10% of the Canadian market.

Tribunal will be independent

The tribunal is to be an independent body, with its own staff, and is a court record with its own official seal and a court of justice, having power to call for documents and sworn statements, to enter and inspect property and to require attendance at its hearings. It has three months to return a verdict on dumping cases referred to it by the Canadian Government's Department of National Revenue.

Canada has repealed the provisions of the Customs Tariff and of the Custom Act which related to the old dumping law administration and has issued the new regulations which spell out the new Anti-Dumping Act.

$11.5 million World Bank loan aids Malaya power units

A World Bank loan of $11.5 million to the National Electricity Board of the States of Malaya (NEB) will assist in financing extensions of two plants for which earlier loans were made. Orders for equipment will be awarded on the basis of international competitive bidding. NEB will be responsible for the execution of the project.

At the Prai Thermal Power Station on the northwest coast, a third 30-mw. unit will be installed. At the Port Dickson Thermal Power Station south of Kuala Lumpur, two 60-mw. units will be added to increase the capacity of the station to 240 mw. Transmission lines and associated substations will be built to deliver the additional power to load centers.

The total cost of the project is estimated at the equivalent of $29 million. The Bank loan will cover part of the foreign exchange costs. NEB expects to finance the remaining costs from bilateral credits and its own resources.

$125 million credit is IDA's first to India since 1966

The International Development Association (IDA), as a result of contributions which a number of countries have made in advance of the full second replenishment of its resources, has been able to extend its first credit to India since December 1966.

This credit, in the amount of $125 million, will provide the Government of India with the foreign exchange to cover imported production materials and components required by India's manufacturers of priority capital goods and agricultural chemicals. Commercial vehicles, agricultural tractors, machine tools, electrical equipment, cables and wires, fertilizers, pesticides and similar products will be of particular interest.

The credit will be for a term of 50 years, with 10 years of grace. It will be free of interest but a service charge of ¾% will be made to meet IDA's administrative costs. IDA has now extended 141 credits totaling just over $2 billion in 43 countries.

Istanbul hosts meeting

The International Chamber of Commerce, established in 1919 to promote closer cooperation between U.S. and European businessmen, will hold its XXII Congress in Istanbul, Turkey from May 31-June 7.

About 2,500 businessmen from the International Chamber's 80 member nations are expected.

Write: Office of Commercial Counselor, 2523 Massachusetts Ave., Washington, D.C. 20008, or the Istanbul Congress Bureau, Milletlerarasi Ticaret Odasi, Turkiye Milli Komitesi, 1969 Istanbul Kongre Burosu, Mete caddesi 10, Taksim, Istanbul, Turkey.

Spain to buy $138 million worth of U.S. jet airliners

The Export-Import Bank has authorized a credit to help Iberia, Lineas Aereas de Espana, S. A., the Spanish international flag carrier, finance the purchase of 10 jet airliners. The contract value of these aircraft, with related spare parts and services is $138.5 million.

The aircraft to be purchased include three Boeing 747's, four McDonnell Douglas DC-8's, and three McDonnell Douglas DC-9's.

Iberia will make a cash payment of $27.7 million, which will have an immediate beneficial impact on the U.S. balance of payments. The Eximbank credit of $40.5 million and supplier credit of $4.5 million will be repaid out of the later maturities of the seven-year financing arrangement. Credit of $65.8 million, to be advanced by a syndicate of commercial banks headed by First National City Bank of New York, will be repaid out of the early maturities.

The present transaction is the fourth in which Eximbank has assisted Iberia in financing the purchase of American aircraft. The credit is to be guaranteed by the Government of Spain.

Ghana abolishes import fee

In a decree effective Jan. 1, the Ghanaian Government has abolished a provision of the 1966 Importers Act which required importers to pay a license fee of 1% of the value of the goods covered by an import license.

Palm oil production on New Britain gets IDA support

Palm oil production, a new industry in Papua and New Guinea, will be expanded with the assistance of a $1.5 million credit from the International Development Association (IDA). The Territory of Papua and New Guinea is administered by Australia.

The project will support the Administration's efforts to develop new cash crops on a commercial scale, relieve population pressures by opening new lands to settlement and cultivation, and establish techniques for land settlement which could eventually be applied elsewhere in the Territory and with other crops.

The area to be developed for the growing of oil palms is located on the island of New Britain, adjacent to a nucleus estate and an oil mill belonging to a newly established company, New Britain Palm Oil Development Ltd. (NBPOD). The project consists of the settlement of about 580 families from other parts of the Territory on 15-acre holdings, and the planting of eight acres of oil palms on each holding totaling 4,640 acres.

Supplies of planting material will be provided by NBPOD, which will also process and market overseas the output of the smallholders. The Administration will provide suitable infrastructure, including a small port and a road and bridge leading to it from the settlement area, and the necessary welfare and extension services.

The credit will be extended to the Administration of the Territory of Papua and New Guinea for a period of 50 years with 10 years of grace. It will be free of interest but a service charge of ¾ of 1% will be made to meet IDA's administrative costs.

Gabon gets World Bank loan for road development

The World Bank has extended a $6 million loan to Gabon to cover the foreign exchange costs of a road development project. This is the second project to be financed by the Bank for the construction of roads to open Gabon's interior to logging operations.

The project consists of the construction of two roads with a total length of 74 miles; feasibility studies of about 143 miles of additional roads and a bridge over the N'Gounie River and, if justified, detailed engineering of about 112 miles of road and the bridge. The project's total cost, $8 million, also includes the procurement of maintenance equipment and spare parts.

Timber production is Gabon's second most important industry after mineral extraction. The two roads will open up an area of about 1,230,000 acres for timber exploitation, which should make a substantial contribution to Gabon's foreign exchange earnings and fiscal revenue.

The Department of Public Works and Transportation in the Ministry of Public Works will be responsible for executing the project. The contracts for the road construction, maintenance equipment, and spare parts will be awarded on the basis of international competitive bidding.

Asian Bank to study regional transport

The Asian Development Bank has formed a Steering Committee of ten experts to advise the Bank on the proposed Regional Transport Survey of the Southeast Asian countries.

Addressing the committee, ADB President Takeshi Watanabe expressed the hope that the Survey would serve as a purposeful proving ground for specific projects in the field of transportation.

He said that about a year ago the Government of Malaysia, acting on behalf of eight Southeast Asian countries—Indonesia, Laos, Malaysia, Philippines, Singapore, Thailand and the Republic of Vietnam, all members of the ADB, along with Brunei—requested the Bank to undertake a regional transport survey of Southeast Asia. The Governments of the countries concerned expected the Survey to provide a basis for development of regional transportation in a coordinated way, to serve as a means of progressive economic integration of the member countries.

"The Bank, in terms of the provisions of its Charter", Watanabe stated, "is instructed to assist its member countries in the coordination of their development policies and plans and in promoting the orderly expansion of their intra-regional and international trade. The Bank, during the two years since the commencement of its operations, has already completed an Asian Agricultural Survey—a Survey which is expected to be of use in furthering regional cooperation."

U.S. investment slice in Canada expanding

United States residents continued to expand their share of long-term foreign investments in Canada according to final estimates of Canada's international position for 1965, recently released by the Dominion Bureau of Statistics.

At the end of 1965 this investment amount to C$23,305 million (C$1.00 equals U.S. $0.925) and comprised 79% of the C$29,507 million total of all foreign long-term investments in Canada (compared with 78% for 1963 and 1964).

Direct investments owned in the United States, with a book value of C$13,940 million at the end of 1965, represented 81% of total direct investments in Canada; the same proportion as at the end of 1964. Direct investments owned by other countries increased 20% to C$1,255 million.

U.S. direct investments in 1965 were largely in the field of manufacturing valued at C$6,098 million; in petroleum and natural gas with investments amounting to C$3,600 million; and in other mining and smelting where U.S. investments were valued at C$1,875 million.

Canadian long-term investments abroad had a book value of C$7,126 million at the end of 1965 of which C$3,862 million were invested in the United States. Of the total Canadian investment, direct investments amounted to C$3,495 million; portfolio investments were valued at C$2,136 million; and Government of Canada credits were valued at C$1,495 million.

More than half of Canada's investments abroad resided in the United States and were valued at C$3,862 million at the end of 1965. They consisted of direct investments totaling C$2,041 million; portfolio investments of C$1,634 million and Government of Canada credits of C$187 million.

Preliminary Canadian data for 1967 indicates that Canada's balance of international indebtedness reached a book value of approximately C$24 billion by the end of that year, a six-fold increase over the past decade.

Long-term foreign investment in Canada was approaching C$34 billion and other claims of non-residents added about C$5 billion to Canada's liabilities. Canadian assets abroad had a total book value of C$15 billion, including long-term investments amounting to about C$9 billion, according to the Dominion Bureau of Statistics.

Nuclear desalting of Mexico-U.S. water studied in report

Group estimates initial capital costs of at least $850 million

A newly published three-year study indicates that dual purpose nuclear plants are a promising means for producing large quantities of fresh water and power to meet the growing requirements of arid areas in the Southwest United States and Northwest Mexico.

The study, covering the period from the present to 1995, included estimates of water and electricity requirements, a determination of the technical and economic features of nuclear plants and evaporators, establishment of the basic characteristics of such plants, consideration of possible sites, and general descriptions of the conveyance systems for bringing seawater to the plant and moving the product water from the plant to major distribution points.

Further study recommended

In considering the total water needs of a vast water-starved region for the first time, the study team selected desalting plants of one billion gallons-per-day and 2000 megawatts of electricity as the basic unit size to provide the needed fresh water. A series of such plants would be required to meet the projected demands. The study group recommended in its report that further detailed studies be carried out in order to firmly establish the economic practicability of such plants.

Capital costs for the initial plants were estimated to be in the range of $850 million to $1.2 billion depending on the site location, water conveyance routing, and interest rate assumed. Product water costs, as estimated in the report, delivered to a major distribution center, range from about 16¢ to 40¢ per 1000 gallons.

"Nuclear Power and Water Desalting Plants for the Southwest United States and Northwest Mexico" (order number TID 24767), may be purchased for $3 from the Clearinghouse for Federal Scientific and Technical Information, 5285 Port Royal Road, Springfield, Virginia 22151.

Zambia to buy U.S. dragline with $2.53 million loan

The Export-Import Bank has authorized a $2.53 million credit to enable the National Coal Board of Zambia to acquire a U.S.-made dragline needed at the Maamba coal field.

This new coal field is being developed in order to reduce Zambia's dependence on imported coal, needed primarily in refining copper. In the past, most of this coal has come from Southern Rhodesia, but since November of 1965 Zambia has sought alternate sources of supply.

The new dragline, to be supplied by Bucyrus-Erie Co. of South Milwaukee, Wis., will be equipped with a 260-foot boom and a 30-cubic yard capacity bucket. It is expected to be operational in October. Bucyrus-Erie will provide training in maintenance and use of the new equipment for Zambian operators.

New York exporter sentenced and fined for illegal shipment

Federal judge imposes $2,500 fine, gives trader four-month jail term

Sylvan L. Hart, of Sela Electronics Co., 545 West End Ave., New York, N.Y. was sentenced by U.S. District Court Judge Edmund L. Palmieri to four months in jail and fined $2500 on Jan. 13.

The sentence and fine were imposed as a result of Hart's having knowingly and willfully exported $6,709.60 worth of U.S.-origin oscilloscopes on Feb. 12, 1963, without first having obtained the requisite validated export licenses or other authorization required by law.

On Nov. 8, 1968, Hart had entered a plea of guilty to having effected such an exportation. Since May 1, 1964, Hart and his firm, Sela Electronics, have been denied all participation in any manner in the export trade of the United States for the duration of export controls.

The Department of Commerce denial order had contained a provision that, after two years from the effective date of the denial, Hart could seek to be placed upon a probationary status. However, both Hart and his firm remain denied to date.

Moroccan currency being sold by U.S. to Americans there

Eight countries now under plan aiding payments balance

The Department of State and the Treasury Department announced this month that United States citizens visiting or residing in Morocco may purchase Moroccan dirhams from the American Embassy and Consulates General in Morocco. Sales will be made at the official rate of exchange, and no conversion fees will be charged.

U.S.-owned foreign currencies are now being sold to American tourists, businessmen and residents in eight countries. The others are Ceylon, Guinea, India, Israel, Pakistan, Tunisia and the U.A.R. (Egypt).

Purchases of these United States-owned currencies by private American citizens relieve strain on the United States balance of payments by reducing the flow of dollars abroad. The United States Government is urging Americans to take advantage of these arrangements.

In Morocco, Moroccan dirhams owned by the U.S. Government may be purchased at the American Embassy in Rabat and at the American Consulates General in Casablanca and Tangier in exchange for United States currency, personal checks drawn on a bank in the United States or for United States travelers checks. Purchasers must present their passports for identification.

Tariff unit studies complaint about freeze-dried coffee

The United States Tariff Commission has received a complaint from Struthers Scientific and International Corp., of New York, alleging unfair methods of competition and unfair acts in the importation and sale of freeze-dried coffee, in that General Foods Corp. of White Plains, N.Y., is continuing to import and sell freeze-dried coffee made by a process patented by Struthers.

The Tariff Commission has initiated a preliminary inquiry to determine whether further action is necessary.

Bombay producers seek U.S. partners

Two Bombay firms seek joint venture with experienced U.S. companies to produce transistors and diodes; aerosol valves and specialty castings in India.

• A joint venture to manufacture transistors and diodes is sought by a small family owned Bombay firm currently producing medical and hospital equipment; fractional horsepower motors; industrial centrifuges and mixers; fans and various pressure die casting products. An experienced U.S. electronics company is asked to contribute an undetermined amount of capital and technical assistance.

The Indian firm plans to establish a separate corporation to manufacture one million diodes and 2.5 million transistors annually, based on a one eight hour shift operation.

Estimated cost of the project is about $300,000 and 75% of the required equipment would be imported. According to the Indian concern, except for crystals, all of the other necessary raw materials are available locally.

Plans call for distributing 80% of production on the domestic market and exporting the remaining 20% to countries in South East Asia and Africa. Reportedly, the present demand in India for transistors and diodes exceeds the supply.

Write: Mr. S. M. Saraf, Rajendra Electric Motor Industries (REMI), 325 Kalbadevi Road, Bombay 2, India. WTD.★

• Joint venture to produce spray type aerosol valves (with nylon and brass stems) for containers used by the pharmaceutical and insecticide industries sought by Indian manufacturer.

The Indian owner is a graduate of Harvard Business School and anticipates a trip to the United States next month.

Write: Mr. Akshani Kumar, Akshani Steel and Casting Corp., D-4 Amalfi, 15 Nepean Road, Bombay 6, India. WTD.★

Dutch die and tool maker wants U.S. participation

A Netherlands manufacturing company currently producing tools, dies, molds, and precision parts for the machine and plastics industries is seeking U.S. participation in its operations.

Staffed with skilled engineers, mechanics and draftsmen and equipped with over 75 modern machine tools located within a 20,000 sq. ft. plant area and a 70,000 sq. ft. land area, these facilities are available for immediate production of U.S. products.

The Dutch owners have appointed as exclusive agent for U.S. negotiations a newly established private service organization headed by an American of Dutch origin and his partner, a former Netherlands government industrial specialist.

Write: Mr. John A. Lind, Pres., The Institute for International Industrial Development (IVION), 12 Rijnstraat, The Hague, Netherlands.★ WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Scottish firms interested in making U.S. equipment

• A Glasgow manufacturer of marine engines seeks a license or similar arrangement to make products utilizing its heavy and marine engineering facilities, including its large fabrication capacity.

The Scottish firm, a subsidiary of Alexander Stephen & Sons Ltd., has recently merged with Upper Clyde Shipbuilders Ltd.

Write: Alexander Stephen Engineering Ltd., Linthouse, Glasgow, S.W.1, Scotland. WTD.

• A manufacturer and distributor of special socket screws, high tensile screws, studs, bolts, standard socket cap screws, and precision machined parts seeks licensing agreements with U.S. producers of fasteners and metal working items for distribution in the U.K. and Europe.

Established in 1965, the company employs approximately 50 people and has room for expansion. A strong marketing organization is affiliated with the firm.

Write: Mr. L. S. Burrus, Dir., Clyde Fasteners Ltd., Hawbank Road, College Milton, East Kilbride, Scotland. WTD.

Two German firms look for U.S. ties

Two German firms are interested in licenses from U.S. manufacturers to produce products related to their field.

• Licenses for production and sale of environmental control equipment and air filtration equipment for industrial and commercial applications in accordance with U.S. Federal Standards 209a, dated Oct. 10, 1966.

Currently operating mainly as a subcontractor for large German enterprises, the firm has a skilled labor force of about 150 employees.

The company is well equipped with machinery, and its total plant compound covers a total area of 258,000 sq. ft.

Write: Oceana-Werk GmbH, 38-50 Benzstrasse, 1 Berlin 48, Germany. WTD.

• A well established German pump manufacturer seeks licensing rights to new developments and technological advances in centrifugal pump field.

The German company founded in 1890, employs 300 and has reported annual sales of $2.5 million. It currently produces water pumps for residential and industrial requirements, geared piston pumps, vertical pumps for viscous liquids, high pressure piston pumps, low-, medium-, and high-pressure centrifugal pumps, submersible pumps and high pressure pumps especially for car washes.

Write: P-69386, Mr. Gerhard Hirseland, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

Singapore wants bidders for sewerage system

The Public Works Dept., Govt. of Singapore invites tenders from PWD registered contractors and from specially registered contractors for the following works:

Ulu Pandan sewage purification works, sludge drying bed extensions, Contract No. U.1. civil engineering contractors above S$750,000 (S$3.06 = $1). Closing date: Jan. 31, 10 a.m. (see below).

Construction of a sewage pumping station and ancillary works at Jurong, Singapore for the Jurong sewerage scheme. Civil engineering and building contractors above S$750,000. Closing date: Jan. 28, 10 a.m. (see below).

The projects are part of a multi-million dollar International Bank for Reconstruction and Development-financed revamping and extension of Singapore's sewerage system to open new areas for industry and housing.

Persons or companies, either within Singapore or overseas, who are not registered PWD contractors will be permitted to tender as specially registered contractors. To become specially registered, a tenderer is required to submit brief details of experience and qualifications to show that work of a similar nature has been successfully completed in the past before a tender is submitted.

To obtain tender documents, specially registered contractors shall deposit a sum of S$250 with the Public Works Dept. The deposit will be returned within 14 days after the tenders have been opened to all tenderers who have submitted a bona fide tender.

Persons or companies proposing to tender as specially registered contractors shall apply for the tender documents within two weeks of the invitation to tender. Applications for tender documents received after such time will not be entertained except at the absolute discretion of the officer inviting the tenders.

Should any specially registered contractor show interest, the tender period will be extended to allow such interested party the minimum of one month in which to prepare the tender.

Full particulars may be seen and obtained at the office of the Senior Quantity Surveyor, Public Works Dept., High St., Singapore, 6.

Peru seeks bidders for construction project

Bids are being sought for the fabrication and construction of a tubular blinded conduit (blindage tubular) and a multiple distributor penstock of the inclined sluice (galeria inclinada) with a total weight of approximately 1750 tons of steel of different qualities with diameters that would vary between 1.80 and 2.20 meters, a total length of approximately 1850 meters and a maximum of about 1100 meters, for the Hydroelectric Center of Matucana of the Empresas Electricas Asociadas (Lima Light and Power Company), Lima, Peru. The project is financed by the World Bank.

The delivery of the tubes must start as of Nov. 1969 and be completed July 31, 1970.

Bid deadline is Feb. 28.

Specifications are available for $20 a set from Motor Columbus, SA. Parkstrasse 27. Baden, Switzerland. Correspondence concerning the tender should refer to EEAA, Tuberia de Presion con distribuidor, de Planta Matucana.

Construction bids sought for proposed gas plant

The City Administration of Sao Paulo announces a tender for the construction of a new street gas plant for producing naphtha or liquefied petroleum gases, with a capacity of (1) two 500,000 NM3/day units or (2) three 300,000 NM3/day units.

Because of the short time for entering bids, suppliers may bid on either (1) or (2) instead of both. Bid deadline is Feb. 17.

Interested companies must deposit NCR $500,000 ($135,000) and must have minimum assets of NCR $2 million ($720,999).

Specifications are obtainable from: Servico Municipal de Gas, Rua Roberto Simonsen 136, Sao Paulo, Argentina. One set (in Portuguese) is available for office review only in Room 4813, U.S. Department of Commerce, Washington, D.C.★ (Telephone: 202-967-3602).

Iran lists requirements for communications net

The Ministry of Posts, Telephone and Telegraph, has issued a draft description of long distance telephone and telegraph requirements which will be filled during the Fourth Five-Year Development Plan ending in 1973. These requirements include the construction of toll facilities, microwave systems, buildings and roads.

Major U.S. suppliers of telecommunications equipment interested in the program are invited to submit inquiries to the Ministry. The government is particularly interested in offers from an association of companies. Further details on the requirements may be obtained from Engineers, Melpar Inc., and F. & H. R. Farman-Farmaian, Tehran.

A copy of the draft description is available to companies located in the U.S. from the Communications and Electronics Division, BDSA-643,★ U.S. Department of Commerce, Washington, D.C. 20230.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Libya issues notice to construction bidders

The Government of Libya is calling for bids for the construction of roads, alleys, car parking lots and public utilities at the Sports City in Benghazi and in Tripoli (Tender Nos. 1131 and 1132 respectively). Each tender is indivisible. Bid deadline is Feb. 17.

Conditions and specifications will be issued to local companies registered in grade one and international companies registered in the list of international contractors at the Ministry of Public Works for a fee of 25 Libyan pounds for each tender. The fee is unrefundable.

Specifications are obtainable from the Department of Public Works in Benghazi (Tender No. 1131) or in Tripoli (Tender No. 1132) during official office hours. They will cease to be issued two weeks before the opening of envelopes.

Bids should be submitted in sealed envelopes and should carry on the outside the number and subject matter of the tender and addressed to the Secretary of the Central Tenders Board, Ministry of Finance, Shatt St., Tripoli, Libya. Bids should be accompanied by a preliminary guarantee of 30,000 Libyan pounds.

If the guarantee is submitted in the form of a letter of guarantee, the letter of guarantee should be valid for six months. It should also be stamped to indicate that taxes are paid.

Argentina announces plans for sewer system project

The Municipal Housing Committee of the City of Buenos Aires is inviting bids for the construction of a sewer system at Praque Almirante Brown in the City of Buenos Aires.

The official budget for this project, which is to be financed by the Inter-American Development Bank, is 31,073,432 Argentine pesos (approx. $88,781). Deadline for submittal of bids is 4 p.m., Feb. 10.

Copies of conditions and technical specifications may be obtained for 4,000 Argentine pesos (approx. $11) from Comision Municipal de la Vivienda, Division Contrataciones y Suministros, Carlos Pellegrini 211, 7° Piso, Buenos Aires, by asking for Public Tender No. 24/68.

UAR seeks supply bids for planned pipeline project

The Administrative Committee for the Gulf of Suez-Mediterranean Pipeline Project, a United Arab Republic organization, is seeking bids on a 42-inch pipeline to carry crude oil from Port Suez, at the southern end of the Suez Canal, to Alexandria, on the Mediterranean, a distance of about 200 miles. Bids will be received until Feb. 28.

U.S. firms desiring to submit offers can obtain the documents from the Administrative Committee, The Egyptian General Petroleum Corp., 1 Osman Abdel Hafiz St., Nasr City, Cairo, U.A.R.

The cost of such documents is $2,500 payable by certified check to the Chairman of the Administrative Committee.

World Trade Opportunities Continued through page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requsted in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce. BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Commercial farms

KOREA—One hundred thousand kilograms of lawn seed required for planting green belts, parks, other green areas totaling 36 million sq. ft. in Seoul City in 1969. Types of seed required must be suitable to harsh climate, tolerant of shade. Request quotation, samples with full description. Industry Bureau, Seoul City Government, Seoul. Attn: Mr. Chang Ji-Ui, Director.

Grass, lawn seeds. Direct purchase and agency. Hakinsa Co. (sales agent), I.P.O. Box 2967, Seoul. WTD in preparation.

131 Natural gas

● **BOLIVIA**—State-owned Petroleum Company of LaPaz, Bolivia announces tender covering following: study to provide the most adequate system for collections, processing and transport of natural gas; supply of material needed; technical assistance in the installation of the equipment and training of personnel in the Naranjillos and Monteagudo fields. Tender No. 1/69, bid deadline Jan. 31, 6 p.m.

Correspondence preferred in Spanish. Division de Adquisiciones, 4to piso, Oficina 401, Yacimientos Petroliferos Fiscales Bolivianos (YPFB), Apartado Correo 401 (Calle Bueno), La Paz.

202 Dairy products

MALAWI—Condensed and evaporated milk in smaller size cans. Samples, prices in £ sterling c.i.f. Beira requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

203 Canning, preserving foods

MALAWI—Tomato paste in smaller size cans. Samples, prices in £ sterling, c.i.f. Beira requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

221 Broad woven fabric mills, cotton

ITALY—Cotton towels, sheets, table-cloths, other home cotton goods. Direct purchase and agency. F.lli Ponza (wholesaler), Via Vespucci 11, Torino. WTD 12/68.

SWEDEN—Fabrics for men's, boys' shirts, cotton, cotton/manmade fibers. Linkopings Linnefabriks AB (manufacturer), Regementsvagen 1, S-252 57 Halsingborg. WTD 11/68.

222 Broad woven fabric mills, manmade fiber, silk

ICELAND—Synthetic upholstery textiles for household chairs. Direct purchase and agency. Mr. Sigurdur Helgason, Model Husgogn (importer, manufacturer), 14 Sidumuli, Reykjavik. WTD 12/68.

NETHERLANDS—Fabrics of flat woven polypropylene and/or polyethylene. "Ceton" Chemische & Technische Ondernemingen (agent, distributor, importer), Ringbaan West 244, Tilburg. WTD 12/68.

SWEDEN—Fabrics for men's, boys' shirts, manmade fibers. Linkopings Linnefabriks AB (manufacturer), Regementsvagen 1, S-252 57 Halsingborg. WTD 11/68.

225 Knitting mills, products

MALAWI—Mosquito nets: nylon and cotton, double and single bed sizes, ready made. Sample material, quotes in £ sterling c.i.f. Beira requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

228 Yarn, thread mills, products

KOREA—Polypropylene top, fiber, yarn. Requests samples, specifications, prices, delivery, minimum order. Direct purchase and agency. Tai Il Silop Co., Ltd. (importer, exporter, offer agent), I.P.O. Box 2824, Seoul. Attn: Mr. Lee Kun-Chang, Mgr., Trade Dept. WTD in preparation.

229 Textile goods

EL SALVADOR—Fabrics for making raincoats. Jose Maria Caballero (representative), Avenida Espana No. 321, 40. Piso, San Salvador. WTD 3/68.

234 Women's, misses', children's, infants' under garments

IVORY COAST—Full line of women's under garments with possibility of representation at later date. Quote prices c.i.f. Abidjan. Requests replies in French. Mme Odette Aka (importer), B.P. 4052, Abidjan. WTD in preparation.

238 Apparel, accessories

SWEDEN—Fabric, leather/fabric work gloves. Agency and direct purchase. Martin Magnusson & Co. KB (agent, wholesaler), Box 116, S-330 27 Hestra. WTD 12/68.

242 Sawmills, planing mills

● **SUDAN**—Lumber, Douglas fir, in varying lengths, 9" wide and 1½", 2" and 3" thick for construction of passenger railway coaches. Sudan Railways desire to purchase direct. Contact Mr. Sayed Khawad Ibrahim, Deputy Controller of Stores, Sudan Railways, Atbara, Sudan.

252 Office furniture

MALAWI—File cabinets, chairs, desks, cupboards, metal. Illustrated catalogs, prices in £ sterling, c.i.f. Beira, requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

264 Converted paper, paperboard products

MALAWI—Writing pads, envelopes, exercise books, luggage labels, adhesive tape, other stationery. Cheaper qualities. Illustrated price lists or samples with prices in £ sterling requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

NETHERLANDS—Plastic bags. "Ceton" Chemische & Technische Ondernemingen (agent, distributor, importer), Ringbaan West 244, Tilburg. WTD 12/68.

281 Industrial chemicals

COLOMBIA—Tannery chemicals. Empresa Colombiana de Curtidos S.A. (manufacturers, wholesalers, exporters), Apartado Aereo No. 3834, Bogota. WTD 12/68.

282 Synthetic materials

NETHERLANDS—Flat yarns of polypropylene and/or polyethylene. "Ceton" Chemische & Technische Ondernemingen (agent, distributor, importer), Ringbaan West 244, Tilburg. WTD 12/68.

283 Drugs

● **MALAWI**—The Government Medical Stores, Private Bag 10, Blantyre, has issued an invitation for bids for the supply of drugs and pharmaceuticals.

Formal Tender Specification No. MED.69/1. with a bid deadline of Feb. 27, calls for bids on 37 items, including ascorbic acid 100 mg., 150,000 tablets; aspirin 300 mg., eight million tablets; aspirin-phenacetin-caffeine compound, one million tablets; chloramphenicol 250 mg., 100,000 capsules; chloroquine phosphate 250 mg., 4.5 million capsules; chlorpromazine 100 mg., 1.5 million tablets; sulfadimidine 0.5 gm., five million tablets, sulfamethoxypyridazine 0.5 gm., 100,000 tablets; and tetracycline 250 mg., 500,000 capsules.

Copies of this tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3394).

287 Agricultural chemicals

● **SUDAN**—Varying quantities to be delivered to Ghorashi Ginning Factories Siding not later than June 15. D.D.T., 25% W/V Miscible Oil; Organo-phosphorus Insecticides-Dimethoate, 32%; Dimecron® 50% Phospha-Midon; Anthio® 25%; Bidrin® 24%; Thiodan® 35%; Torbidan® (5); Anthio®—6721, 25%; Sevin® (85%) W.P.; Ekatin®; Metasystox®, 25%; and Malathion 57%. Bid deadline Jan. 30. Tender #SGB/SUP/10-A/155.

Tenders in sealed envelopes marked (Insecticides Tender) should be addressed to the Asst. Gen. Mgr. (Supplies), The Sudan Gezira Board, Barakat, Sudan. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3910).

● D.D.T. 288,000 Imp. Gals., 25% W/V Miscible Oil; Dimecron®, 50%, 89,500 I.G. or Bidrin®, 24%, 144,000 I.G., Thiodan®, 35%, 180,000 I.G., Sevin®, 85%, 641,500 I.G., Anthio® 6721, 144,000 I.G., and Torbidan® (5) or (10) 1,440,000 I.G. Bid deadline Feb. 5. Delivery upcountry Sudan by July 15. Bids to be submitted to the Agricultural Bank of Sudan, Khartoum.

289 Chemical products

PORTUGAL—Printing ink for polyethylene, polypropylene films. Monteiro, Ribas—Fabrica Portuense de Curtumes, S.A.R.L. (manufacturer), Estrada da Circunvalacao 9020, Oporto. WTD in preparation.

306 Fabricated rubber products

SWEDEN—Rubber, rubber/fabric work gloves. Agency and direct purchase. Martin Magnusson & Co. KB (agent, wholesaler), Box 116, S-330 27 Hestra. WTD 12/68.

307 Plastics products

ICELAND—Pre-cast plastic shells as frames for upholstered household chairs. Direct purchase and agency. Mr. Sigurdur Helgason, Model Husgogn (importer, manufacturer), 14 Sidumuli, Reykjavik. WTD 12/68.

SWEDEN—Plastic, plastic/fabric work gloves. Agency and direct purchase. Martin Magnusson & Co. KB (agent, wholesaler), Box 116, S-330 27 Hestra. WTD 12/68.

313 Boot, shoe cut stock, findings

FRANCE—Boot, shoe cut stock, findings, leather grindery, such as linings; ornaments; trimmings; yarns; eyelets; adhesive tape, other articles, supplies for boot, shoe-manufacturers, primarily new boot and shoe-specialties. Direct purchase and agency. American Supply Corp. (sales agent, wholesaler, distributor), Face au No. 105 Quai de Queyries; 33-Bordeaux, Gironde. WTD 12/68.

315 Leather gloves

SWEDEN—Leather work gloves. Agency and direct purchase. Martin Magnusson & Co. KB (agent, wholesaler), Box 116, S-330 27 Hestra. WTD 12/68.

331 Steel mill products

● **ETHIOPIA**—Bids for the supply and installation of about 340 m steel lining of 4.8 m diameter and 8 mm thickness for tunnel of Awash III hydroelectric power plant. Work includes mortar surrounding, contact grouting and anticorrosive painting; bid deadline 45 days from date of issue of bid documents. Ethiopian Electric Light and Power Authority, P.O. Box 1233, Addis Ababa.

Tender documents available against nonrefundable payment of 50 Duetsche Mark from Messrs. EAG Vorm W. Lahmeyer & Co., Postfach 3729, 6 Frankfurt, 1 West Germany.

● **PAKISTAN**—Rails, 4,000 tons, 90 lbs. to P.R.S. Specification T-12-49; fish plates, 150 tons, for 90 lbs. rails, to P.R.S. Specification T-1-49; Aluminothermic equipment, 12 sets and 70,000 aluminothermic portions suitable for welding of 100 lbs. and 90 lbs. standard rails. Tender #PR-I/68/TR/8; bid deadline Feb. 15. Secretary, Railway Board, Govt. of West Pakistan, PWR Headquarters, Empress Road, Lahore.

One set of documents available on a loan basis from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

341 Metal cans

IRELAND—Aluminum milk cans. Direct purchase and agency. Irish Co-Operative Agency Society Ltd. (importing distributor), Roxboro Rd., Limerick. WTD 12/68.

342 Cutlery, hand tools, general hardware

ITALY—Steel rope fittings for slings, hoist. Direct purchase and agency. C.I.F.A.S.T. (wholesaler), Via Tripoli 183, Torino. WTD 12/68.

MALAWI—Hand sickles and machetes; cheaper quality locks, bolts; vacuum bottles, jugs. Samples, prices in £ sterling, c.i.f. Beira requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

NETHERLANDS—Garage tools. Direct purchase and representation for Benelux area. Tobo N.V. (manufacturer, distributor, importer, exporter), 28 Dorpsstraat, Wagenberg, N.B. Attn: Mr. B. Scholte, Gen. Mgr. WTD 12/68.

343 Heating apparatus, plumbing fixtures

FRANCE—Liquid waste burner-incinerator unit for outdoor use, large size (13x16, approx., in diameter); fuel-oil operated; standard metal model, stationary; low-cost continuous operation system; 10 million BTU; yearly capacity: 1,320,000 gallons. Special equipment designed for complete combustion, destruction of liquid waste materials having an average combustible content of about 6%, such as lubricants, machine oil, mineral muds, sludge, washery water with solid particles. Direct purchase for own use by firm in factory. Price lists, descriptive literature requested, preferably direct from manufacturers. Simca (Societe des Automobiles) (manufacturer), B.P. 82-Usine de Perigny, c/o Mr. Pierre Montreuil, 17- La Rochelle, Charente-Maritime. WTD 1/69.

348 Fabricated wire products

BRAZIL—Grocery carts for supermarket use. Supermercados Pao de Acucar S.A. (retailer), Av. Brigadeiro Luiz Antonio 3126, Sao Paulo.

Attn: Mr. Valentim dos Santos Diniz. WTD in preparation.

349 Fabricated metal products

MALAWI—Safes, iron and steel, suitable for home or office use. Illustrated catalogs, prices in £ sterling, c.i.f. Beira requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

351 Engines, turbines

● **ETHIOPIA**—Supply turbines and generators for Fincha hydroelectric project, Pelton impulse-type turbines, 46,500 metric hp. driving 35,000 kva generators, three installations required. Tender No. 346-11 and 346-12, bid deadline April.

Specifications available for $50 for each tender, from Harza Engineering Co., 400 W. Madison St., Chicago, Ill. IBRD financing expected.

352 Farm machinery

IRELAND—All types of farm machinery, equipment. Direct purchase and agency. Irish Co-Operative Agency Society Ltd. (importing distributor), Roxboro Rd., Limerick. WTD 12/68.

ISRAEL—Required for 30,000-ton grain silo (intake: 100 tons per hr. of grain; capacity of each bin: 1,000 tons; height of grain in bin: 20 meters): grain separators; cleaners; precleaners; disc separators for barley; dust collectors; aeration, fumigation equipment. International Engineering Center Ltd. (engineering planners, designers), 41 King Shaul Blvd., Hadar-Dafna Bldg., Tel Aviv. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

PORTUGAL—Conveyor systems, trailers and stackers for carton, container handling. Sandeman Ltd. (wine producer, exporter), Largo Miguel Bombarda 3, Vila Nova de Gaia. WTD in preparation.

Construction machinery and equipment; dumb waiters and moving stairways; conveyors and conveying equipment; hoists and industrial cranes; industrial trucks, tractors, stackers. Direct purchase and agency. Mario Oliveira Peneda, Lda. (agent, distributor, importer), Rua Oliveira Monteiro, 375, Oporto. WTD in preparation.

SWEDEN—Small excavators, dumpers, thawing machinery, other pipe-laying equipment. Direct purchase and agency. Ingenjorsfirma C. Wallander (consultant engineer, agent), Modulatorsgatan 17, S-421 34 V. Frolunda. WTD 1/69.

● **SYRIA**—Requesting bids on dock cranes, eight three ton capacity and four six ton capacity each. Bid deadline Feb. 13. Tender number not supplied. Tender documents can be purchased for LS 100 from Administration of Projects, Damascus.

355 Special industry machinery

BRAZIL—Tools and equipment, know-how, possible partnership in installation of munitions factory. Amadeo Rossi & Cia. (manufacturer, importer, exporter), P.O. Box 28, Sao Leopoldo, RGS. WTD 9/68.

COLOMBIA—Tannery machinery. Empresa Colombiana de Curtidos S.A. (manufacturers, wholesalers, exporters), Apartado Aereo No. 3834, Bogota. WTD 12/68.

HONDURAS—Complete paper-cup-making machine, new or used. Convertidora Nacional de Papel y Carton, S.A. (CONPACASA) (manufacturer), Colonia Country Club—Apartado Postal 518, Tegucigalpa, D.C. WTD in preparation.

IRELAND—All types of dairy products machinery, equipment. Direct purchase and agency. Irish Co-Operative Agency Society Ltd. (importing distributor), Roxboro Rd., Limerick. WTD 12/68.

PORTUGAL—Dairy and milk products plant machinery, equipment. Peres, Sousa & Campos Lda. (manufacturer), Praca Guilherme Gomes Fernandes, 53-1°, Oporto. WTD in preparation.

Bottle washers, sterilizers, filling machines for pharmaceutical products. Laboratorios Bial—Portela & Co. Lda. (pharmaceutical laboratory), Rua Joao Oliveira, 87, Oporto. WTD in preparation.

Paint, varnish making machinery. Fabrica de Tintas Fercou (manufacturer), Apartado

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERGUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

11, Senhora da Hora, Matosinhos. WTD in preparation.

Polyethylene and polypropylene film making machines; plastic bag making machines; printing machines. Monteiro, Ribas—Fabrica Portuense de Curtumes, S.A.R.L. (manufacturer), 9020 Estrada da Circunvalacao, Oporto. WTD in preparation.

Acetate film package making machinery. Cartonagem da Infancia do Asilo de Santa Estefania (manufacturer), Largo Martins Sarmento, Guimaraes. WTD in preparation.

Can wrapping machinery, continuous process; vegetables slicing machines for canning process. Sicma-Sociedade Industrial de Conservas, Lda. (processor, exporter), 333 Rua Sousa Aroso, Matosinhos. WTD 11/68.

Food packaging machinery for supermarkets. Invictos Supermercados do Norte S.A.R.L. (retailer), Rua Justino Teixeira 501, Oporto. WTD in preparation.

Bagging, wrapping, packaging machinery for macaroni, macaroni products; confectionery and candies; flour; animal feed; crackers. Fabricas Triunfo, S.A.R.L. (food products manufacturer), Deposito do Porto, 173 Rua Manuel Pinto de Azevedo, Oporto. WTD in preparation.

Machinery, equipment for wine treating, cooling processes. Taylor, Fladgate & Yeatman, S.A.R.L. Vinhos (wine producer, exporter), Rua do Choupelo, Vila Nova de Gaia. WTD in preparation.

Automatic wrapping and packing machines; continuous process. Silva Serrano & Co. Lda. (processor, exporter), Avenida Meneres, 516, Matosinhos. WTD in preparation.

Equipment, supplies for printing trades. Direct purchase and agency. Soimgra-Sociedade Importadora de Material Grafico, Lda. (agent, distributor, importer), Rua da Picaria 29-1° F, Oporto. WTD in preparation.

Fish canning machinery. Direct purchase and agency. Globo-Sociedade de Equipamentos Industriais, Lda. (agent, distributor, importer), Rua de Sa da Bandeira, 476, Oporto. WTD in preparation.

Butter and cheese wrapping machines for individual packages not exceeding one ounce. Lacticinios MAF Lda. (manufacturer), Pocos, Fornos, Vila da Feira. WTD in preparation.

Butter packaging machines. Agricola de Lacticinios A Central de Perafita, Lda. (manufacturer), Perafita, Leixoes. WTD in preparation.

YUGOSLAVIA—Six knitwear machines; one machine for knitwear pressing; eight fine knitwear machines for lingerie; 32 various industrial sewing machines. Sl. list 52; Z940. Deadline Mar. 18. Masino-Impex, Export import (importer), Zagreb, Varsavska 9. WTD in preparation.

One complete machine for manufacturing crepe yarn from nylon 6 of nylon 66 (year's capacity 400 tons, when operating 350 days, 24 hours daily). Sl. list 52; B 1510. Deadline Mar. 18. Tekig-Invest (importer), Beograd, 7 Jula br. 9. WTD 8/68.

356 General industrial machinery

IRAN—One thousand units window or wall ventilators with capacity of 400 to 500, with static pressure from zero to 0/6" of water, one phase, 220 volt, 50 cycle; 2000 units window or wall ventilators with capacity of 100 to 1200, with static pressure from zero to 0/1" of water, one phase, 220 volt, 50 cycle; 100 units window or wall ventilators with capacity of 2400 to 2600, static pressure from zero to 0/16" of water, one or three phase, 220 volt or 380 volt, 50 cycle. Maj. Gen. Atefi, Engineering Dept. of the Imperial Iranian Army, Amir-Abad Avenue, Tehran.

ITALY—Sintered metal discs for industrial machinery clutches. Direct purchase and agency. C.I.F.A.S.T. (wholesaler), Via Tripoli 183, Torino. WTD 12/68.

MALAWI—Complete plant machinery to manufacture oxygen, acetylene; capacity: 20 to 25 cu. ft. per hr.; power system: 380 volts, 50 cycles. Include supply of containers, capacity 7 cu. ft., 500 for oxygen, 300 for acetylene. Mr. Jaoquim Morgado, Lilongwe Garage Ltd. (mechanical workshop), P.O. Box 45, Lilongwe. WTD 12/68.

PORTUGAL—Wrapping, packaging machinery for soap products. Sociedade Saboaria do Bolhao Lda. (manufacturer), Rua Manuel Pinto de Azevedo 539, Oporto. WTD in preparation.

PVC tube filling and sealing automatic machines for detergents, floor waxes. Ferreira & Teixeira Lda. (manufacturer), Paredes. WTD in preparation.

Labeling and marking machines for paint containers; filling, weighing machines. Fabrica de Tintas Fercou (manufacturer), Apartado #11, Senhora da Hora, Matosinhos. WTD in preparation.

Wrapping, packaging machines for textiles. Direct purchase and agency. Sels-Sociedade de Empreendimentos Luso-Suissa, Lda. (agent, distributor, importer). Rua de Aviz, 13-2°, Oporto. WTD in preparation.

Tying machinery for newspapers, other small packages. Direct purchase and agency. Soimgra-Sociedade Importadora de Material Grafico, Lda. (agent, distributor, importer), Rua da Picaria 29-1° F, Oporto. WTD in preparation.

357 Office, computing, accounting machines

YUGOSLAVIA—Electronic computer with core memory 24K and external memory of 14 million BYTH min. capacity. Sl. list 52; Lj 858. Deadline Mar. 18. Institut Tomos (manufacturer, importer), Koper, SR Slovenija. WTD in preparation.

Six electronic data processing systems. Sl. list 52; B1495. Bid deadline Mar. 18. Privredna komora Beograd (Belgrade Chamber of Commerce), Beograd, Kneza Milosa 12, Room 505.

358 Service industry machinery

BRAZIL—Freezer counters, cabinets for supermarkets. Supermercados Pao de Acucar S.A. (retailer), Av. Brigadeiro Luiz Antonio 3126, Sao Paulo. Attn: Mr. Valentim dos Santos Diniz. WTD in preparation.

FRANCE—Automatic vending machines of all kinds, preferably new inventions, merchandising equipment, electric. Catalogs, price lists requested. France Robot-Matic (dealer), 9 Place du Capitole; 31- Toulouse, Haute-Garonne. WTD in preparation.

ISRAEL—Microwave ovens for restaurants, hotels, homes; machines for making crushed ice for use in hotels, restaurants. Direct purchase and agency. J. K. D. Associates (importer, distributor, agent), 27 Kaf Tet November St., Tel Aviv. WTD in preparation.

PORTUGAL—Commercial cooking equipment; food warming equipment; cafeteria food warming ovens. Direct purchase and agency. Zuir-Sociedade de Importacao e Exportacao, Lda. (agent, distributor, importer), Rua Formosa 427, Oporto. WTD in preparation.

Water purification equipment, for pharmaceutical, laboratorial use. Direct purchase and agency. Laboratorio Farmacologico Lda. (manufacturer, importer), Rua Mouzinho da Silveira, 300-2°, Oporto. WTD in preparation.

Refrigeration equipment, immersion process, for use in fish canning plant. Conservas Alva, Lda. (food processor, exporter), Ave. Eng. Duarte Pacheco, Matosinhos. WTD 11/68.

Equipment for institutional kitchens: commercial food warming equipment; ovens; pressure cookers; fryers, gas. Direct purchase and agency. Mario Oliveira Peneda, Lda. (agent, distributor, importer), Rua Oliveira Monteiro 375, Oporto. WTD in preparation.

359 Machinery

AUSTRIA—Machinery of general type. Direct purchase and agency. Dipl. Ing. Wolf Fieber (importer, retailer, wholesaler, agent), Marxergasse 29, P.O. Box 98, A-1031, Vienna. WTD 11/68.

361 Electric transmission, distribution equipment

● **ARGENTINA**—Supply 3,000 each 400A Unipolar section switches, outdoor type. Tender No. 2909, bid deadline Feb. 5.

Supply 6,000 sets of 600A, low tension unipolar section switches, outdoor type. Tender No. 2908, bid deadline Feb. 5.

Supply 3,000 each 12.2 Kv, 200A Fuse-holding, self disconnecting section switches and 150 each section switches of same type but for 33 Kv. Tender No. 2910, bid deadline Feb. 5.

Specifications may be obtained for approx. $15 for each tender from Segba, Balcarce 184, Room 443, Buenos Aires.

● **CYPRUS**—Supply, erect and connect to existing system of a 66 Kv double busbar substation with nine each switches, all cabling and ancillary equipment. Tender No. 1895/18, bid deadline Mar. 31.

Specifications available Jan. 31 for approx. $48 from the Electricity Authority of Cyprus. A brief description of contract is available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-4241).

● **MALAYSIA**—Supply and erect, Contract 19, one 36 MVA 11/132Kv generator transformer; Contract 20, 132 Kv switchgear and ancillary equipment. Tender No's. 1840/19 and 20, bid deadline Feb. 28.

Specifications available for approx. $24 for each contract from Preece, Cardew and Rider, Paston House, 165-167 Preston Rd., Brighton, BNI 6AF Sussex, England.★ (Telephone 202-967-4241).

● **URUGUAY**—Supply one each 5,000 Kva and one each 1,000 Kva transformer stations. Tender No. 6429, bid deadline Feb. 27. Bidders must use Uruguayan agent or representative. One copy of specifications (in Spanish) avail-

able for reference only, not for loan, from Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-4241).

362 Electrical industrial apparatus

IRAN—One hundred twenty sets generators, 5 kw, portable for being set on trailers, four cylinder gas engine, 220 volt, 50 cycle with controls, relative meters. Maj. Gen. Atefi, Head of Engineering Dept. of the Imperial Iranian Army, Amir-Abad Ave., Tehran.

364 Electric lighting, wiring equipment

● **URUGUAY**—Supply 1,000 each suspension chains, 250 each tension chains (double). Tender No. 6438, bid deadline Feb. 11, prefer correspondence in Spanish, Administracion Nacional de Combustibles Alcohol y Portland, Paysandu y Agraciada, Montevideo, Uruguay. One copy of specifications available for review only, not for loan (in Spanish), from Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-4241).

365 Radio, television receiving sets

IVORY COAST—Phonograph records: Afro-Cuban, jazz, popular dancing. Quote prices c.i.f. Abidjan. Requests replies in French. Mme. Odette Aka (importer), B.P. 4052, Abidjan. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

ICELAND—New lines of automobile parts, particularly mufflers, brakes, accessories therefor. Mr. Gunnar Egilsson, Mgr., Gunnar Egilsson, S.F. (importer, wholesaler), Laugavegur 116, Reykjavik. WTD 12/68.

NETHERLANDS—Automotive parts, accessories. Direct purchase and representation for Benelux area. Tobo N.V. (manufacturer, distributor, importer, exporter), 28 Dorpsstraat, Wagenberg, N.B. Attn: Mr. B. Scholte, Gen. Mgr. WTD 12/68.

381 Engineering, laboratory, scientific, research instruments

IRAN—Distillation columns, evaporators, dryers, mixers, filtration units, gas absorption columns, other supply equipment for chemical process/pilot plant laboratory to be used in training engineers for work in chemical, petrochemical plants, refineries. Mr. Mohamad J. Jadbabaie, Acting Head, Chemical Engineering Dept., School of Engineering, Pahlavi University, Shiraz.

SWEDEN—Instruments measuring air pollution; ventilation anemometers combined with temperature meters. Direct purchase and agency. Timing Export Import (agent, wholesaler), O. Bernadottesgatan 64C, S-216 16 Malmo SV. WTD 5/68.

382 Instruments for measuring, controlling, indicating physical characteristics

● **INDIA**—Supply of telemetry equipment; turbine flow meters; connector sockets and plugs; event recorders; D.C. watt hour meter, 100 v, 2000 Amps; transportable slipring system for torsion measurement. Tender No. ES 10/514/30/035/Main/Cell-1329, bid deadline Mar. 20. Requested by Director General of Supplies and Disposals, National Insurance Building, Parliament St., New Delhi, India. Tender documents available, at $1.50 each, from the India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. 20008. (Ref. No. D/EMQ/2516).

NETHERLANDS—Humidity measuring instruments. "Ceton" Chemische & Technische Ondernemingen (agent, distributor, importer), Ringbaan West 244, Tilburg. WTD 12/68.

384 Surgical, medical, dental instruments

ECUADOR—Dental supplies. Requests replies in Spanish. Multident—Productos Dentales S.A. (importer), P.O. Box 745, Cuenca. WTD 12/68.

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- Your payment terms.

391 Jewelry, silverware, plated ware

MALAWI—Cheaper lines of aluminum flatware, knives, forks, spoons. Samples, prices in £ sterling, c.i.f. Beira requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

394 Toys, amusement, sporting goods

FRANCE—Fishing tackle, sportsmen's and commercial, primarily automatic fishing reels, spinning rods. Direct purchase and agency. Toulouse (Etablissements I.) (wholesalers, sales agent), Avenue des Lilas; 64- Pau, Basses-Pyrenees. WTD 5/68.

Electrical amusement devices, games of all types such as electric billiards, juke-boxes, pinball machines, others, coin-operated. Catalogs, price lists requested. France Robot-Matic (dealer), 9 Place du Capitole; 31-Toulouse, Haute-Garonne. WTD in preparation.

NEW ZEALAND—Wide range of models, toy and hobby; airplanes, boat, ship, railroad equipment; slot car racing, model railway sets. P.&W. Henderson Ltd. (importer, distributor), 194-8 Madras St. (P.O. Box 968), Christchurch. WTD 12/68.

395 Pens, pencils, office, artists' materials

IVORY COAST—Price marking devices for use in retail stores. Requests quotations c.i.f. Abidjan. Requests replies in French. M. Barbotte, Ets A. de Tessieres (importer), B.P. 1284, Abidjan. WTD 3/68.

MALAWI—Ball-point pens; school pencils. Cheapest varieties. Samples, prices in £ sterling requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

396 Costume jewelry, novelties, buttons, notions

AUSTRALIA—Dried flowers, foliage, leaves, grass, ferns. Direct purchase and agency. Elite Supply Co. (importer, agent, wholesaler), 160A Victoria St., Brunswick, Victoria. WTD in preparation.

593 Antique, secondhand stores

MALAWI—Secondhand men's outer clothing. Prices in £ sterling, c.i.f. Beira requested. Lalji Kurji Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 8/68.

Italy gives advance notification on NATO procurements for bidders

The Ministero Della Difesa has issued advanced notices, on the following projects:

No. 10009—Supply of facsimile radio set for weather maps; No. 10010—Supply of four 7.5 KWH no-break generators: No. 10011—Supply of two 25 KWH, three phase generators, one 15 KWH, single phase generator; and one 10 KWH, single phase generator; No. 10012—Supply of three 50 KWH generators and one 100 KWH generator; and No. 10013—Supply of two 25 KWH generators.

Only U.S. firms certified by the U.S. Department of Commerce as eligible to bid on NATO projects are eligible to bid. U.S. firms desiring to be so certified should contact the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Area Code 202-967-2498).

Copies of the specifications and application forms for these projects are available from the Communications and Electronics Division, BDSA-643, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: Area Code 202-967-4823).

Application forms must be received by Ministerio Della Difesa, Telecomdife, Sezione NATO, Viale Castro Pretorio, 00100 Rome, Italy, not later than Feb. 1.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

111 Anthracite mining

NETHERLANDS—Anthracite. Agency or representation for Common Market and/or EFTA countries. Scheepvaart & Steenkolen Maatschappij N.V. (wholesaler, exporter, importer, forwarding agent), 22 Parklaan or P.O. Box 1006, Rotterdam. Attn: Mr. H. van der Vorm. WTD 12/68.

121 Bituminous coal, lignite mining

NETHERLANDS—Bituminous coal. Agency or representation for Common Market and/or EFTA countries. Scheepvaart & Steenkolen Maatschappij N.V. (wholesaler, exporter, importer, forwarding agent), 22 Parklaan or P.O. Box 1006, Rotterdam. Attn: Mr. H. van der Vorm. WTD 12/68.

204 Grain mill products

FRANCE—Wheat; fodder seeds; lentils; dried beans, allied products. Georget & Commenges (broker, sales agent), 12bis Rue Ferrere; 33- Bordeaux, Gironde. WTD 6/68.

221 Broad woven fabric mills, cotton

SWITZERLAND—All kinds of cotton fabrics; blended fabrics. La Commerciale SA (agent), Route de Lavaux, 1095 Lutry. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

SWITZERLAND—All kinds of manmade fiber fabrics; blended fabrics. La Commerciale SA (agent), Route de Lavaux, 1095 Lutry. WTD in preparation.

229 Textile goods

NEW ZEALAND—Bonded fiber fabrics. Seeks direct contacts with manufacturers for sole representation. Mr. V. E. Stanley, Import Licensing Officer, U.E.B. Packaging Ltd. (manufacturer), P.O. Box 37, Auckland. WTD 6/68.

233 Women's, misses', juniors' outerwear

SPAIN—Dresses, other outer apparel for women, young girls. Osakant, S.L. (distributor), Prudencio Morales 85, Las Palmas de Gran Canaria (Canary Islands). WTD 11/68.

234 Women's, misses', children's, infants' under garments

ISRAEL—Ladies' brassieres. Gottex Models Ltd. (manufacturer, importer), 62 Mordekhay Annilevitch St., Tel Aviv. WTD in preparation.

241 Logging camps, logging contractors

NICARAGUA—Posts, wood, round, for power lines. Casa Vigil & Caligaris (importer, distributor, retailer), Apartado Postal 202, Managua. WTD 8/68.

242 Sawmills, planing mills

ITALY—Rough and dressed lumber: Douglas fir, hemlock, red cedar, pitch pine, yellow pine, North Caroline pine. Dr. Enzo Micali (agent, importer), 22 Via Gagliani, 95124 Catania. WTD 12/68.

243 Millwork, veneer, plywood, prefabricated structural wood products

ITALY—Plywood, Douglas fir. Dr. Enzo Micali (agent, importer), 22 Via Gagliani, 95124 Catania. WTD 12/68.

251 Household furniture

IRELAND—Garden furniture, all types. Thomas Lenehan & Co. Ltd. (importing distributor), 124 Capel St., Dublin 1. WTD 12/68.

262 Paper mills, products

NEW ZEALAND—Greaseproof paper, glassine, printing paper of various grades. Seeks direct contacts with manufacturers for sole representation. Mr. V. E. Stanley, Import Licensing Officer, U.E.B. Packaging Ltd. (manufacturer), P.O. Box 37, Auckland. WTD 6/68.

264 Converted paper, paperboard products

IRELAND—Wallpaper. Thomas Lenehan & Co. Ltd. (importing distributor), 124 Capel St., Dublin 1. WTD 12/68.

NEW ZEALAND—Masking tissue. Seeks direct contacts with manufacturers for sole representation. Mr. V. E. Stanley, Import Licensing Officer, U.E.B. Packaging Ltd. (manufacturer), P.O. Box 37, Auckland. WTD 6/68.

281 Industrial chemicals

AUSTRIA—Industrial chemicals of various kinds. Requests replies in German. Kreuzberger & Scharler OHG (wholesaler, retailer), Heishausgasse 3, A-5500 Bischofshofen. WTD 1/69.

282 Synthetic materials

NEW ZEALAND—Casein neoprene latex, cellulose film, desims—polymer type, silicone, PVDC (polyvinylidene chloride). Seeks direct contacts with manufacturers for sole representation. Mr. V. E. Stanley, Import Licensing Officer, U.E.B. Packaging Ltd. (manufacturer), P.O. Box 37, Auckland. WTD 6/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRIA—Cosmetic products of various kinds. Requests replies in German. Kreuzberger & Scharler OHG (wholesaler, retailer), Heizhausgasse 3, A-5500 Bischofshofen. WTD 1/69.

287 Agricultural chemicals

PAKISTAN—Agricultural insecticides, pesticides; fertilizers, urea, triple super phosphate. Requests catalogs, quotations, c.&f. Karachi. Aftab Enterprises (importer, indent agent), 41-J 42nd St., P.E.C.H.S., Karachi 29. WTD in preparation.

Agricultural pesticides, insecticides: carbaryl 85% S.P., malathion, malathion aerosol, phosphamidon 100%, diasion 50% E.C., dichlorvos, bidrin/carbicron 85%, endosulforn 35%, oxy-demelon methyl 25% E.C., azinphos methyl 20%, dicofol 18.5%, toxaphene solution, aerosol-pyrethrin and pierohyl butoxide mixture, bromophos 25% E.C., fenthion 50% E.C., dimethoate 40% E.C. azinophos-methyl 20% E.C. Requests quotations c.&f. Karachi. Kamal Yacoob and Co. (importer, indent agent), 4 Campbell St., G.P.O. Box No. 333, Karachi. WTD in preparation.

289 Chemical products

GUATEMALA—Writing inks. Requests replies in Spanish. A. M. de Weist—Representaciones "Re-Al" (manufacturers' representative), Avenida Simeon Canas 1-56, Zona 2, Guatemala City. WTD 12/68.

NEW ZEALAND—Starch glues. Seeks direct contacts with manufacturers for sole representation. Mr. V. E. Stanley, Import Licensing Officer, U.E.B. Packaging Ltd. (manufacturer), P.O. Box 37, Auckland. WTD 6/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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291 Petroleum refining

NETHERLANDS—Oil products for automotive, heating purposes. Agency or representation for Common Market and/or EFTA countries. Scheepvaart & Steenkolen Maatschappij N.V. (wholesaler, exporter, importer, forwarding agent), 22 Parklaan or P.O. Box 1006, Rotterdam. Attn: Mr. H. van der Vorm. WTD 12/68.

NEW ZEALAND—Paraffin wax. Seeks direct contacts with manufacturers for sole representation. Mr. V. E. Stanley, Import Licensing Officer, U.E.B. Packaging Ltd. (manufacturer), P.O. Box 37, Auckland. WTD 6/68.

299 Products of petroleum, coal

NETHERLANDS—Petroleum, coal products. Agency or representation for Common Market and/or EFTA countries. Scheepvaart & Steenkolen Maatschappij N.V. (wholesaler, exporter, importer, forwarding agent), 22 Parklaan or P.O. Box 1006, Rotterdam. Attn: Mr. H. van der Vorm. WTD 12/68.

322 Glass, glassware

FRANCE—Insulation glassware and insulating glass materials of all categories, thermal and acoustical insulation for use by building industry, including glass-wainscoting, wall panels, shingles, allied products of new types. Requests replies in French. Brulot, Raymond (manufacturer, sales agent), 28 Rue Concorde; 31- Blagnac, Haute-Garonne. WTD in preparation.

326 Pottery, related products

NICARAGUA—Insulators, porcelain, electrical. Casa Vigil & Caligaris (importer, distributor, retailer), Apartado Postal 202, Managua. WTD 8/68.

329 Abrasive, asbestos, nonmetallic mineral products

PAKISTAN—Approximately one million linear ft. asbestos cement water pipe (diameter ¾" through 24"). Requests quotations, c.&f., Chittagong. Aftab Enterprises (importer, indent agent), 41-J 42nd St., P.E.C.H.S., Karachi 29. WTD in preparation.

331 Steel mill products

NEW ZEALAND—Stitching wire. Seeks direct contacts with manufacturers for sole representation. Mr. V. E. Stanley, Import Licensing Officer, U.E.B. Packaging Ltd. (manufacturer), P.O. Box 37, Auckland. WTD 6/68.

335 Rolling, drawing, extruding of nonferrous metals

NEW ZEALAND—Aluminum foil. Seeks direct contacts with manufacturers for sole representation. Mr. V. E. Stanley, Import Licensing Officer, U.E.B. Packaging Ltd. (manufacturer), P.O. Box 37, Auckland. WTD 6/68.

342 Cutlery, hand tools, general hardware

AUSTRIA—Hand tools for use in automotive repair shops, including shops repairing automotive construction machinery. Wolfgang Hickmann Handelsagentur (sales agent), Waehringerstrasse 160, A-1180 Vienna. WTD 1/69.

IRELAND—Door furniture, locks, hinges. Thomas Lenehan & Co., Ltd. (importing distributor), 124 Capel St., Dublin 1. WTD 12/68.

349 Fabricated metal products

PAKISTAN—Control valves, hydrants for fresh water, salt water, fuel oil mains. Requests catalogs, quotations, c.&f., Karachi. Aftab Enterprises (importer, indent agent), 41-J 42nd St., P.E.C.H.S., Karachi 29. WTD in preparation.

352 Farm machinery

IRELAND—Agricultural equipment, sundries except tractors, combine harvesters. Thomas Lenehan & Co. Ltd. (importing distributor), 124 Capel St., Dublin 1. WTD 12/68.

353 Construction, mining, materials handling machinery, equipment

MEXICO—Oil well drilling equipment. Aztecalita, S.A. (manufacturer, distributor), Attn: Mr. Lou Leslie, Icazbalceta No. 57-1er. piso, Mexico 4, DF. WTD 12/67.

355 Special industry machinery

AUSTRIA—Technical equipment for industry of various kinds. Requests replies in German. Kreuzberger & Scharler OHG. (wholesaler, retailer), Heizhausgasse 3, A-5500 Bischofshofen. WTD 1/69.

SOUTH AFRICA—Graphic arts supplies for printing industry: offset printing plates, rubber blankets, plate making chemicals, other materials used in printing machine rooms, excluding heavy machinery, equipment. Ault and Wiborg Co. of South Africa (Pty.) Ltd. (printing ink manufacturer), Bridgewater St., Paarden Eiland, Cape Province. WTD in preparation.

356 General industrial machinery

PAKISTAN—Four electric high lift water pumps; four electric low lift water pumps; twenty electric vertical turbine deep well pumps and five diesel/electric vertical turbine deep well pumps. Requests catalogs, quotations, c.&f., Karachi. Aftab Enterprises (importer, indent agent), 41-J 42nd St., P.E.C.H.S., Karachi 29. WTD in preparation.

358 Service industry machines

COLOMBIA—Laundry machinery, equipment. C. E. Halaby & Cia. Ltda. (representatives, importers), Calle 16 No. 9-64, Bogota. WTD 12/68.

365 Radio, television receiving sets

SPAIN—Transistorized radio receivers, portable. Osakant, S.L. (distributor), Prudencio Morales, 85, Las Palmas de Gran Canaria (Canary Islands). WTD 11/68.

369 Electrical machinery, equipment, supplies

PAKISTAN—Batteries, storage, lead acid dry, charged and uncharged; 6 and 12 volts. Requests catalogs, quotations, c.&f., Karachi. Akhtar Training Corp. (importer, indenting agent), 4 Nadir House, McLeod Road, Karachi. WTD 10/67.

381 Engineering, laboratory, scientific, research instruments

INDIA—Hospital and laboratory equipment, testing instruments, apparatus for food, pharmaceutical, metallurgical, chemical, cosmetic industries. J. T. Jagtiani (importer, sales agent), National House, Tulloch Rd., Apollo Bunder, Bombay 1. WTD 12/68.

395 Pens, pencils, office, artists' materials

GUATEMALA—Carbon paper for typewriters. Requests replies in Spanish. A. M. de Weist—Representaciones "Re-Al" (manufacturers' representative), Avenida Simeon Canas 1-56, Zona 2, Guatemala City. WTD 12/68.

471 Freight forwarding

BELGIUM—Wishes to obtain agencies from American shippers to Port of Antwerp, for redistribution all over Europe. Offers 108,000 sq. ft. bonded warehousing facilities. Defotanghe Agence Maritime, s.p.r.l. (freight forwarders), 117 Noorderlaan, Antwerp. WTD 12/68.

509 Wholesalers

SPAIN—Scrap steel for use in steel industry. Transaco, S.A. (importer, exporter, distributor), Andres Mellado 10, Madrid 15. WTD 11/68.

731 Advertising

ETHIOPIA—Wishes to contact American firms interested in putting advertisements, cautionary notices, other related items in local newspapers, periodicals, radio and television time or other advertising media. Will work on commission or fee basis. Harar Universal Express Enterprises (importer, retailer, advertising agency), P.O. Box 2458, Addis Ababa. WTD 4/68.

Valuable series

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"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

New Trade Lists

The Bureau of International Commerce has published the following automated Computerized Trade Lists to provide complete coverage for the Netherlands Antilles. The lists may be ordered by firms domiciled in the United States, giving the titles listed below or by the five digit SIC number from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list.

NOTE: The SIC numbers in these lists are coded in accordance with 1967 Bureau of the Census publications.

Netherlands Antilles—an automated list

No.	*Title*	*Number of names in list*
00000	Business firms—Netherlands Antilles	(1152)

Leads for Importers

Commodities are offered direct unless specified

011 Field crop farms

NIGERIA—Dry colanuts, sheanuts, coffee, gum Arabic. Boludo Depot (exporter), 4 Odenike St., Abule-Ijesha, Yaba, Lagos. WTD 10/68.

208 Beverage industries

FRANCE—Bordeaux table wines of classified, vintage qualities, red and white, in 75-centiliter glass bottles, packed in cartons of 12 bottles each; for direct exportation to dealers and/or to consumers, for sales through well-established U.S. agents. Chaperon & Fils (Amand), S.A. (wine grower, wholesaler, exporter), Boite Postale 137; 33-Libourne, Gironde. WTD 4/68.

242 Sawmills, planing mills

BRAZIL—Brazilian hardwoods; goncalo alves, sucupira, roxinho, ipe, peroba in logs and sawed. Mabra Madeiras Brasileiras Ltda. (manufacturer, distributor), Edificio Banco Mineiro da Producao, Av. Governador Bley, 186 8° andar salas 812/3 Caixa Postal 860 Vitoria, Espirito Santo. WTD 12/68.

251 Household furniture

ICELAND—Plastic- or wooden-frame upholstered household furniture based on Danish, traditional Icelandic lines. Mr. Sigurdur Helgason, Model Husgogn (importer, manufacturer), 14 Sidumuli, Reykjavik. WTD 12/68.

331 Steel mill products

SPAIN—Welded galvanized steel tubes. Transaco, S.A. (exporter, distributor, importer), Andres Mellado 10, Madrid 15. WTD 11/68.

394 Toys, amusement, sporting goods

FRANCE—Fishing reels; semi-casting reels, spinning reels, fly-reels, other categories, trade mark "Peerless"; allied fishing equipment. Wholesale exportation, direct or through agents. Catalogs upon request. Toulouse (Etablissements I.) (manufacturer, dealer, agent), Avenue des Lilas; 64- Pau, Basses-Pyrenees. WTD 5/68.

399 Manufacturing industries

IVORY COAST—African art objects: statues, masks, bobbins, jewelry. Requests replies in French. M. Charles Martz (exporter), B.P. 20194, Abidjan. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRIA—The Federal Finance Minister and Vienna Vice-Mayor have agreed on the Federal Government's contribution to the **Vienna subway project.** The first construction phase, "Karlsplatz," will comprise the following segments of the basic network: 1) a section of Line U-1 extending from Paulanergasse to Stephansplatz; 2) a section of Line U-2 extending from Secession to Dumbastrasse; and 3) a station of the future Line U-4 (now Stadtbahn).

The contract for the first construction phase will be awarded to one enterprise or bidding group exclusively; a sub-division of the contract will not be possible.

Invitations for bids will be issued in February, with a bid deadline sometime in May or June and construction work to start in the fall.

Specific methods and systems are not prescribed. Every bidder will be free to follow the methods and systems he deems appropriate, provided that such methods and systems have previously been used successfully. The methods chosen should, however, minimize intrusion on the business community, avoid damage of buildings as far as possible, and ensure a maximum daily average performance. To reduce noise nuisance to the neighborhood, the use of sound-proof equipment will be mandatory. Detailed planning will also be left to the bidder within certain limits.

At the time the tenders are issued, complete documentation will be available including the results of pumping tests which are currently under way with a view to determining the possibility and feasibility of lowering the ground water level. If the ground water level cannot be lowered, tunneling in compressed air will become necessary.

The City of Vienna intends to enlist the services of consultants, freelance engineers and architects in order to develop the overall architectural design for the entire Vienna subway system.

CANADA—The Canadian National and Canadian Pacific Railways have unveiled the model for their proposed **Metro Centre, a $1 billion building project which is planned for their joint waterfront property holdings in the center of metropolitan Toronto.**

Metro Centre is to be one of the biggest building projects of its kind in North America and will be under construction for the next 15 to 20 years.

A city within a city, it will be a complex of transportation, convention, hotel, commercial, cultural and high-rise apartment units on 200 acres of land owned by the railways. At present rail yards, freight and express installations and the passenger union station of the two railway systems occupy the area.

Freight and express functions will be transferred from the site but passengers will be served from the new transportation terminal. Most of Metro Centre will be built over the existing rail yards.

GABON—A contract signed in Libreville Oct. 30, by the Gabonese Government calls for the **designing of an international class hotel to be constructed in Libreville.** In the protocol annexed to the contract the Gabonese Government directs Coutinho, Caro and Co. to make the design study, the Gabonese Government to notify its acceptance or rejection within 30 days after the presentation.

The hotel, as presently proposed, will be nine stories high, with 160 rooms, a swimming pool, and a tennis court. It will be located between the Libreville airport and Lycee Leon M'ba about 60 meters from the beach.

INDIA—The International Airports Committee constituted by the Government of India and headed by Air India Chairman, J. R. D. Tata, submitted an interim report in July 1968 which contained recommendations for the **improvement of four international airports at Bombay, Calcutta, Madras and New Delhi.**

Preliminary estimates indicate that improvements to terminal buildings, runways and navigational and communications service at the four airports call for an expenditure of $163 million to be spread out over three stages of five years each.

The outlay for the first stage, beginning in 1969, will be $60 million, to improve existing facilities and provide for jumbo jets in early 1971.

TRINIDAD AND TOBAGO—The Government of Trinidad and Tobago proposes to establish a **$7.1 million fisheries scheme** that calls for the purchase, installation and operation by a single company of the following: surface fishing fleet and trawlers for deep-sea fishing; transport and patrol boats to transfer the catch and furnish ice, fuel, food and all other requirements from the fishing port to the fishing grounds and return; cold storage facilities and facilities for manufacturing ice and dry ice; a maintenance shop for engines and fishing gear and a small shipyard for the fishing fleet; a small factory for making and repairing fishing nets; and a well-organized store for spare parts and fuel oil bunkers for local and visiting ships.

The company would provide processing facilities for canning, filleting, smoking, salting and dehydrating fish, and for producing fish meal and fish protein concentrate. It would also have to set up distribution centers for marketing fresh, chilled and frozen fish, with special emphasis on safe and sanitary distribution. Included in the project are plans for the construction of a modern fishing port and the establishment of a fisheries training school to provide essential technological training.

A sum of $1.5 million has been set aside from the United Nations Special Fund to provide technical expertise and essential assistance to cover all phases of the project up to and including final implementation of the scheme and supervision during the first operational period.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Books and Reports

***Solving International Accounting Problems.* Published by Business International Corp. New York. 1969. $50.**

One of the toughest problems facing headquarters executives today is how to obtain financial data fast enough and in the clearest possible terms from overseas subsidiaries, licensees, and distributors. This new research report, written for top management, points up the need to harmonize international accounts, and analyzes the latest techniques for consolidating, reporting and translating.

Dozens of case examples illustrate how firms cope with such problems as keeping multiple sets of accounts to meet differing national requirements, and translating balance sheets and profit and loss statements from one currency to another. Individual chapters examine the pros and cons of consolidation, problems of disclosure, the complexities of translating, and ways of establishing an efficient internal worldwide reporting system.

Write: Business International Corp., 757 Third Ave., New York, N.Y. 10017.

***EIU World Outlook 1969.* Published by The Economist Intelligence Unit, Ltd. London. 1969. $12.60.**

This new publication provides a detailed forecast of likely global business trends in 1969. It has separate coverage of 130 countries based on the special Outlook sections appearing in each of the 62 *Quarterly Economic Reviews* published in the fourth quarter of 1968.

Write: The Economist Intelligence Unit, Ltd., 60 East 42nd St., New York, N.Y. 10017.

***Containerization International Annual Container Guide, 1968-69.* By John C. Koster and Norman H. Tilsley. Published by National Magazine Co., Ltd., London. 1968. 141pp. $6.**

Originally intended as a compact reference source on the physical aspects of container shipping—companies, ports, standards, etc.—the book has been expanded into a comprehensive state-of-the-art report covering the tools, equipment, methods and economics of container shipping.

Reference material collected in the *Guide* includes: world ports and their container services; crane capabilities of world container ports; index of container-carrying ocean shipping companies with addresses; and International Air Transport Assn. container standards and program. The book also has a glossary of terms used in container shipping.

The authors point out that until the major nations are equipped for containerized distribution, the full benefits of the system cannot be realized; and until more shippers recognize the value of containerization as a distribution tool, the pressure will not be sufficient for heavy investment in facilities.

Write: Modern Authors, Inc., 233 Broadway, New York, N.Y. 10007.

Pan Am revises monthly marketing magazine

Pan American World Airways' monthly marketing guide has a new title and a new format. *Worldwide Marketing Horizons*—formerly *Clipper Cargo Horizons*—now has a streamlined four-color cover. Future plans include articles on key figures in international business and on international trade shows. Regular features, such as the Worldwide keting Opportunities section, will continue.

For subscription information, **write:** Pan American World Airways, Inc., Pan Am Bldg., New York N.Y. 10017.

***Cosmetics Industry of Europe 1968.* By S. A. Mann. Published by the Noyes Development Corp. Park Ridge, N.J. 1968. 114pp. $35.**

The cosmetic industries in 19 European countries are outlined. Information is included on consumption, trade, production, and market structure, and the major cosmetics and toiletry companies of each country are listed.

The production of cosmetics and toiletries in Western Europe is 70% of that of the United States, indicating a substantial market for the necessary raw materials. This has been one of the fastest growing sectors of the chemical industry in Western Europe. Statistical material enables evaluation and comparison of the various country markets.

Write: Noyes Development Corp., Noyes Bldg., Park Ridge, N.J. 07656.

***Digest of Japanese Court Decisions in Patent Infringement Cases, 1955-63, Vol. I.* 102pp., $6.50.**

***Digest of Japanese Court Decisions in Patentability and Patent Infringement Cases, 1964-65, Vol. II.* 93 pp., $6.50.**

Volume I presents 26 cases involving the following legal principles and points of law: what constitutes infringement; essential and nonessential limitations in claims; circumstances under which relief is granted; nature of right conferred by patent grant; measure of damages; plus many others.

Volume II presents digests of court decisions involving litigation on patent infringement and appeals to the High Court from adverse determinations of the Patent Office on patentability, opposition proceedings, construction of scope of claim, and invalidation proceedings.

Both volumes may be obtained at the special price of $10. For airmail delivery enclose $3 extra for each volume. **Write:** American Chamber of Commerce in Japan, 701 Tosho Bldg., 14, 3-chome, Marunouchi, Chiyoda-ku, Tokyo, Japan.

***The Water and Power Resources of West Pakistan, a study in Sector Planning by the World Bank.* Published by Johns Hopkins Press, Baltimore, Md. Vol. I, Nov. 4, 1968, $10; Vol. II and III, publication early in 1969, $12.50 each. Full set, $28.50.**

The outline of an integrated development program to exploit West Pakistan's water and power resources is presented in this three-volume World Bank Report representing a 4-year (1963-67) study by a World Bank Study Group.

It provides a blueprint for an investment program in the agriculture and electric power sectors of Pakistan's economy, along with an analysis of the agricultural, economic and engineering problems involved. The study builds an integrated development plan on the foundation of detailed investment programming of specific projects, such as canals, tubewells, dams, and powerhouses.

Volume I provides a full exposition of the analyses and conclusions of the entire study; Volume II covers irrigation and agriculture; and Volume III presents several papers covering the background and methodology of the study.

Write: Johns Hopkins Press, Baltimore, Md. 21218.

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Calendar *for international traders*

BOSTON—Feb. 6—Exporting Seminar, New England Industrial Trade Show, Suffolk Downs, East Boston, 3:30-5:30 p.m.

BOSTON—Feb. 6—Int'l Center of New England Trade Winds dinner meeting, New England Industrial Trade Show, Suffolk Downs, East Boston, 6:30 p.m.

BRIDGEPORT, Conn.—Feb. 3—Foreign Trade Class, "Quotation & Documentation," Bridgeport Chamber of Commerce, 7 p.m. Sponsors: Commerce Hartford Field Office, REEC, Chamber of Commerce.

CEDAR RAPIDS, Iowa—Feb. 3—First of 7 weekly export meetings, "Foreign Trade Impact on the Market," Area Ten Community College, 7:30 p.m. Sponsors: Commerce Des Moines Field Office, Iowa State U. Extension Service, Cedar Rapids Int'l Trade Bureau.

CHICAGO—Feb. 4—Principles & Techniques in Exporting, Light Center, 140 S. Dearborn St., 6:15 p.m. Sponsor: Int'l Trade Club of Chicago.

CHICAGO—Feb. 4—Automotive Exporters' Club of Chicago, Builders' Bldg.

CHICAGO—Feb. 6—In-Office Meeting, Commerce Field Office.

CHICAGO—Feb. 13—International Trade Club of Chicago monthly luncheon meeting, Sheraton-Blackstone Hotel, 12:15 p.m.

CHICAGO—Feb. 13—Seminar on Problems & Policies in International Licensing, Sheraton-Blackstone Hotel, 2:15-4 p.m. Sponsor: Int'l Trade Club of Chicago.

CHICAGO—Feb. 18—In-Office Meeting, Commerce Field Office.

CINCINNATI—Feb. 17—Businessmen's Consultation, **Roger Merrick, Commercial Officer, posted to Beirut.** Sponsor: Commerce Field Office.

CINCINNATI—Feb. 18—Export Workshop for Medium & Small Size Companies, Room 5001, Federal Office Bldg., 1-5 p.m. Sponsors: Commerce Field Office, REEC, Small Business Admin.

CLEVELAND—Feb. 6—International Trade Luncheon Meeting, Mid-Day Club, Union Commerce Bldg., 12 noon. Sponsor: Cleveland World Trade Assn.

DENVER—Feb. 3—Businessmen's Consultation, **Roger Merrick, Commercial Officer, posted to Beirut.** Sponsor: Commerce Field Office.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,

International Commerce

BIC-204

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Washington, D.C. 20230.

KANSAS CITY—Feb. 11—Meeting for Exporters on Marketing Techniques, Far East, Top of the Tower, 5:30 p.m. Sponsors: Commerce Field Office, REEC, Int'l Trade Club.

KANSAS CITY—Feb. 13—Export Documentation Workshop, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

MEMPHIS—Feb. 18—Memphis World Trade Club, Sheraton Motor Inn.

MEMPHIS—Feb. 19—Export Workshop on Credit Insurance & Eximbank Programs, Top of the 100 Club, Sponsors: Commerce Field Office, REEC, Eximbank, FCIA, Mid-South Exporters' Roundtable.

MILWAUKEE—Feb. 6—Milwaukee World Trade Club monthly meeting, "U.S. Trade with Japan: Opportunities & Problems," Holiday Inn Central. Speaker: Edward E. Wright, U.S.-Japan Trade Council.

NASHVILLE—Feb. 4—Export Workshop, Third National Bank. Sponsors: Commerce Memphis Field Office, REEC, Third National Bank.

NEW ALBANY, Ind.—Feb. 4—Kentuckiana World Commerce Council monthly meeting, Robert E. Lee Inn. Social hour, 5:30 p.m.; dinner, 6:30 p.m.; program, 7:15-8:30 p.m.

NEW BRITAIN, Conn.—Feb. 5—Foreign Trade Class, "Introduction to World Trade," "Methods of Exporting & Market Potential," New Britain Chamber of Commerce, 7 p.m. Sponsors: Commerce Hartford Field Office, REEC, Chamber of Commerce.

NEW YORK—Feb. 5—Businessmen's Consultation, members of U.S. Trade and Investment Mission to Cameroon and Ivory Coast, St. Regis Hotel. Sponsors: Commerce Field Office, African-American Chamber of Commerce.

PALO ALTO, Calif.—Feb. 5—Export Control & Trade Promotion Seminar, Palo Alto Chamber of Commerce, 10 a.m.-12 noon. Sponsor: Commerce San Francisco Field Office.

TRENTON—Feb. 7—Delaware Valley Int'l Trade Assn., Don Young's Restaurant, 12:15 p.m.

WASHINGTON, D.C.—Feb. 8-11—Mississippi Valley Assn. 50th annual meeting, Sheraton Park Hotel.

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